

Partnering Opportunity

Profile status : Published

Business Request

French agro-processing company located in Martinique is looking for organic dried fruits producers for a supplier agreement

Summary

The Martinican company is an online greengrocer that dedicates to delivering rare organic fruits and vegetables to consumers. The owners want to develop new agro-processed products to offer healthy breakfast options, with exotic flavours. In this process, the company seeks to partner with a dried fruits manufacturer with an expertise in tropical fruits for a supplying agreement.

Creation Date	25 February 2021
Last Update	01 March 2021
Expiration Date	02 March 2022
Reference	BRFR20210222001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3a84bd99-8e7b-45b6-b23e-ad07b6079751

Details

Description

Created in 2019, this young company specializes in marketing and distributing organic fruits and vegetables from Martinique online. The company focuses on offering rare produce that are not easily found in supermarkets (ex: breadfruit, sapodilla, yams, cachiman, etc.).

Customers being faced with an increasingly growing concern about the presence of pesticides in food, the company commits to offering traceability for all the produce sold on its website.

In this mission, the owners, a family of four, have developed strong partnerships with local farmers. Today, just about 2 years after starting the business, the company has grown by over 400%.

The main goal of the owners being to offer healthy options to their clients, they are in the process of starting a tropical-flavoured healthy breakfast range of products that will be distributed internationally. The range will include products like powerballs, granola, muesli, cereal bars amongst others.

To achieve this project, they are seeking a reliable partner to provide them with organic tropical dried fruits such as:

- Guava
- Mango
- Pomegranate
- Cantaloupe (Melon)
- Pineapple
- Papaya
- Passion Fruit

The suitable partner should be able to offer consistent quantities of products throughout the year and provide organic certification documents.

Partnering Opportunity

Profile status : Published

Business Request

French construction company is looking for a European supplier of windbreak net.

Summary

The SouthWestern branch of a French construction company, subsidiary of one of the leading European building and civil engineering group, is looking for a manufacturer of windbreak net. The sought cooperation is a supplier agreement, with a European partner.

Creation Date	11 March 2021
Last Update	16 March 2021
Expiration Date	13 September 2021
Reference	BRFR20210311001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a3ab749e-e19d-4a54-985a-dde65735596e

Details

Description

The French company is part of a building and civil engineering group employing more than 70 000 people worldwide, across 800 companies. It designs and builds structures and infrastructure to meet today's world issues in the ecological transition, mobility, access to water, education and healthcare.

The group is recognized for its expertise and know-how in geotechnical engineering, structures, nuclear, oil and gas and renewable thermal energy, waste-to-energy plants. Combined with a tight network of subsidiaries in UK, Central Europe, Africa and New Zealand, it can support complex and large scale project in France and overseas. The group has historically strong roots in France, with more than 400 local bases.

The windbreak net will be used to protect construction sites. Such products are usually made by manufacturers serving the agricultural sector.

The french company is looking at a collaboration under a supplier agreement, based on a yearly quantity of 4000 to 8000 m2.

Partnering Opportunity

Profile status : Published

Business Request

Smart life-jacket created by Greek SME seeking sports equipment manufacturer

Summary

A Greek sports and leisure company has developed a high technology life-jacket with smart functions to improve safety, comfort and communication features for water sports users. The client wishes to find a foreign partner able to manufacture this product.

Creation Date	09 March 2021
Last Update	15 March 2021
Expiration Date	16 March 2022
Reference	BRGR20200826001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c423e7a6-4aeb-48eb-9391-d660cc408a63

Details

Description

A Greek SME specialized in the Internet of Things (both hardware and software) for the maritime industry has developed a smart life jacket which combines safety, comfort and customised technology. The small but dynamic team that make up this company have a unique combination of skills and expertise, which enables them to link information science with the sports leisure sector.

Through keen observation and practical experience, they identified that there is a significant problem of safety in the water. Hypothermia is the number one cause of death in water-related accidents, while rescue teams often encounter potentially dangerous delays in tracking people in the ocean. With the Greek client's smart life jacket,

both of these major problems have been solved.

The company has limited resources in terms of the production side, so it is now in need of a partner that can take on the manufacture of this innovative product. It is therefore looking for a sports equipment producer with the necessary experience and capacity for manufacturing these types of products.

Partnering Opportunity

Profile status : Published

Business Request

Real-time training system for water sports developed by Greek SME seeks manufacturer

Summary

A small Greek enterprise operating in the water sports sector has created a smart wearable device in the form of a watch that can provide real-time data and training support for a variety of water sports uses. The company is looking for a manufacturing partner with the capacity to produce such a device, in collaboration with the Greek partner who would provide the technical specifications.

Creation Date	09 March 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRGR20200827001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c2a4fc37-175f-4dce-b0e1-78fc95d9e576

Details

Description

A Greek SME specialized in the Internet of Things (both hardware and software) for the maritime industry has developed a real-time training system for various water sports, such as windsurfing, kite-surfing and small boat sailing. It can be used to complement existing services offered by trained instructors and water sports schools, in order to enhance and customise training for both amateurs as well as professionals. The wind-clock technology incorporated in the device is combined with a dashboard and platform, to provide a personal analytics tool that helps the individual to monitor and improve performance, as well as having the added benefit of being able to share his/her experiences with the world through the online function.

The company does not have the capacity (either in terms of human resources or in terms of equipment / facilities) to produce this device itself, so it is looking for a business partner that could take on the production through a manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

A Romanian importer of PVC (polyvinyl chloride) structures & profiles searches for products for distribution

Summary

A Romanian company, with almost 30 years of experience, seeks producers and suppliers of PVC profiles, structures, fittings and hardware, in order to establish distribution agreements. The Romanian company wants to expand its portfolio and is able to distribute the products nation-wide.

Creation Date	16 February 2021
Last Update	02 March 2021
Expiration Date	03 March 2022
Reference	BRRO20210216001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e55f75ec-e689-47e0-80c2-73abf2520251

Details

Description

The Romanian company, with headquarters in the South-Eastern area of the country, has an extensive experience of almost 30 years in distributing PVC (polyvinyl chloride) profiles for windows and doors, exterior shutters, structures, fittings, hardware and accessories.

The company operates through its own logistics, a warehouse of 4000 sqm with endowments and stocks necessary to supply at any time to all partners, a fleet of 8 trucks that ensures free transport in any corner of the

country, as well as qualified personnel to undergo the necessary operations. Currently, the company can act as a national distributor, covering through its partners the whole country.

Achieving experience in this field, the company also gained international expertise by cooperating with suppliers from outside Romania, becoming the exclusive importer and distributor for certain PVC profiles, along with the correspondent hardware, accessories and other exclusive products, such as polyurethane foam. Their top products – and most requested by their clients – are PVC profiles in series of 4 and 5 insulating chambers, sliding series and, more recently, the 80 mm series with 6 chambers. The company ensures weekly transport for its clients, as well as financing solutions for businesses.

The company is certified according to ISO 9001:2008 for quality management, as well as CE marking for all of the products in its portfolio. The company is well-known on the market for the quality of the products, the prompt delivery, the consultancy and the technical support, becoming a reliable partner for any cooperating business.

Currently, the company searches for producers of PVC (polyvinyl chloride) profiles / structures / frames. They look for European producers, but any country is welcome. They seek to conclude distribution agreements with producers, in order to distribute and the profiles on the Romanian market, to expand its portfolio and to represent them nationally. Exclusive agreements are also welcome.

Partnering Opportunity

Profile status : Published

Business Request

Russian producer of packaging materials is looking for suppliers of film

Summary

A Russian producer of biodegradable flexible packaging materials is looking for suppliers of biaxially oriented polypropylene film, cast polypropylene film, polyethylene terephthalate film abroad to use in the production of multi-layer packaging materials, household goods for cooperation within the supplier agreement.

Creation Date	01 March 2021
Last Update	19 March 2021
Expiration Date	20 March 2022
Reference	BRRU20210301001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/082fdc6c-df5f-4157-a302-5f2e7d98b98a

Details

Description

The Russian manufacturer of flexible plastic packaging was founded in Ufa in 2005. The company's share of the flexible packaging market in Russia is less than 1%. The production unit includes all the necessary equipment to produce quality packaging: extrusion and coextrusion lines, eight-color flexo machines, laminators, slitting machines, package forming machines. Production capacity is more than 500 tons of products per month. The company works only under the order - every order is customized for the customer, with its design, its size, etc. The film is sold as cut into rolls and industrial rolls (e.g. for printing or lamination). Biodegradable packaging is polyethylene which can be used for packages production, including printing.

The company's production includes packaging material for packing of curd, cheeses, butter, margarine, spreads;

laminated film for packaging a wide range of food and non-food products; three-layer film for liquid dairy products; high barrier materials; shrinkable film; greenhouse film; film general-purpose; packages under the order, for packing broilers, ice cream, fertilizer, and many other foods and non-food products, promotional, laminated; packages serial production for resale – with a loop and die-cut handle; biodegradable bags.

The Russian company is looking for partners abroad from the chemical and manufacturing industries to conclude a supplier agreement. The company is interested in cooperation with suppliers of biaxially oriented polypropylene film, cast polypropylene film, polyethylene terephthalate film abroad for use in the manufacture of flexible packaging materials, packaging materials for food products, multilayered films, vacuum packages. The company is interested in the film unwinding width – up to 2100 mm; unwinding diameter – up to 600 mm; material thickness – from 15 microns and above. The supplied raw materials must comply with international certification and quality standards. The composition of the film should not be chlorine. The company is looking for partners abroad to compensate for the lack of production of imported raw materials. The volume of raw materials supplied should be about 1 ton. The Russian company will discuss more precise terms and volumes with a potential partner.

Partnering Opportunity

Profile status : Published

Business Request

Russian producer of glued timber is looking for suppliers of round timber

Summary

The Russian woodworking plant, specializing in the production of glued structural lumber, is looking for suppliers of round timber of hardwood and softwood abroad. The company is ready to enter into a long-term supplier agreement.

Creation Date	01 March 2021
Last Update	01 March 2021
Expiration Date	02 March 2022
Reference	BRRU20210301002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/27f9c3c9-f58e-4fae-8b98-7c4556015513

Details

Description

The Russian company from the Novgorod region is one of the leading companies in the production of profiled glued timber. On the market since 2002. The company produces complete sets to build individual houses, structural beams for the construction of industrial facilities, molded products, and laminated boards. The production uses modern technologies, adapted to the Russian and foreign climate.

The company has its own raw materials and production base with presses for gluing 12 and 13.5 meters, which allows it to realize the most daring architectural solutions and achieve the highest quality at all stages of work. The raw materials for manufacturing laminated veneer lumber are spruce, pine, larch. Production capacity up to 6500 m³ of glued wooden structures a year.

The company is looking for suppliers of round timber abroad for cooperation in the framework of the supplier agreement. The company is interested in the supply of round timber from such coniferous species as spruce, pine, larch. In addition, the supply can also be made of hardwoods such as oak, birch, linden, ash, maple. The length of the sawn log should be from 6.5 m and above. The thickness of the timber should be from 140 to 400 mm. All supplied timber should be carefully checked for the presence of external rotten rot, the simultaneous presence of sapwood, and core rot in coniferous and sapwood hardwoods. The timber should be grown in ecologically clean areas. Round wood products must pass the environmental quality control and comply with international ISO standards.

As a result of the cooperation, the company sees the expansion of the supplier base, increasing profits, for a partner - expanding the geography of sales, increase in profits. The company is ready to implement this type of collaboration by providing on-demand partners all the necessary documentation.

Partnering Opportunity

Profile status : Published

Business Request

Russian producer of honey products is looking for suppliers of raw materials

Summary

A Russian company from the Novgorod region, engaged in the processing, production and packaging of herbal and honey products, is looking for suppliers of honey, berries and herbs of different sorts under a supplier agreement.

Creation Date	02 March 2021
Last Update	11 March 2021
Expiration Date	10 March 2022
Reference	BRRU20210302001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/34cb61e0-9521-4fc5-99c8-7588cea65a11

Details

Description

The Russian company from the Novgorod region was founded in 1998. The company is engaged in the production of honey and herbal products. The company has become a leader in Russia in the field of eco-products.

The company offers more than 100 types of various honey products with the addition of medicinal herbs, nuts, and berries. The company buys honey from farmers both in Russia and abroad. All berries and herbs are gently dried to preserve all the useful vitamins and minerals. The company uses only 100% natural raw materials, which are grown in ecologically clean areas and have passed all the necessary laboratory tests. The products produced are useful for people who want to maintain their health, as well as for those who suffer from diabetes. The company

does not add GMOs, sugar, artificial flavours, and preservatives to its products.

The company has its own production base, laboratory, and large storage facilities. The production is equipped with modern European equipment with high capacity. The production capacity of the company allows the production of products in any volume. The company supplies its products not only throughout Russia but also to the CIS (Commonwealth of Independent States) and Europe.

The Russian company is interested in finding suppliers of raw materials (honey, berries, medicinal herbs) under the supplier agreement. The potential partner will have to supply the following types of medicinal herbs: Ivan-tea, calendula, chamomile, mint, lemon balm, thyme. Honey should be of the following varieties: lime, chestnut, mountain, buckwheat, flower. The supplied honey must be grown in an apiary in an ecologically clean area. It is not allowed to add flavour enhancers, artificial additives. All raw materials must meet international quality and safety standards. Herbs and berries can be delivered both dry and fresh. The partner will have to deliver all the raw materials in a sealed container, in order to preserve the characteristics of the product.

As a result of the cooperation, the company sees the expansion of the supplier base, increasing profits, for a partner - expanding the geography of sales, increase in profits. The company will discuss more precise volumes and delivery terms with the potential partner personally.

Partnering Opportunity

Profile status : Published

Business Request

Russian trade and construction company is looking for suppliers of paving tiles

Summary

A Russian trade and construction company with 10 years of experience in the field of sales of building materials is looking for foreign suppliers of paving tiles of various colors and shapes under a supplier agreement.

Creation Date	02 March 2021
Last Update	11 March 2021
Expiration Date	12 March 2022
Reference	BRRU20210302002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6493d6eb-9dd1-4d4e-b671-a7f823b115d7

Details

Description

hypermarket of construction materials of DIY(Do It Yourself) format, oriented to more comfortable conditions for making purchases, as well as a high level of service. On an area of more than 7,000 square meters. m. There is everything for construction, repair, decoration, as well as exclusive interior items.

The structure of the company includes a modern logistics complex, which includes warehouses of closed storage, administrative and household complexes, storage equipment, handling equipment, own fleet. More than 30,000 construction items are always available. Thanks to the careful selection of suppliers and exclusive contracts, all the company's products are certified and have a quality guarantee. The Russian company supplies its construction products throughout Russia. In addition, the company has been actively supplying products to Europe for 5 years.

The Russian company is interested in the supply of paving tiles from foreign manufacturers in the framework of the supplier agreement. The tile thickness should be between 30 and 50 mm. The length can vary from 150 to 600 mm depending on the design of the tiles made. All supplied tiles must have frost resistance (withstands temperatures above -30), as well as water absorption < 5%. The abrasion of the tile is not more than 0.7 g/cm². Paving tiles can be of various colors and shapes. The tiles must be made of high-strength concrete, of the highest category. Paving tiles must meet the quality standards of construction products and have international certification. The tiles must be packed in a plywood box that can accommodate from 10 to 30 square meters. m of paving slabs. In addition, the products must be packed using cushioning materials to prevent cracks. More precise terms of delivery will be clarified after the first conversation with a potential supplier. The result of such cooperation for the Russian company would be the expansion of the range of goods and profit markup, for a foreign company – entering new international markets, profit markup.

Partnering Opportunity

Profile status : Published

Business Request

Russian producer of dietary supplements is looking for suppliers of cucumaria

Summary

A Russian manufacturer from the Vladivostok region is engaged in the production of biologically active supplements made of trepang, squid, sea hedgehog. It is looking for a supplier of cucumaria-sea cucumber under supplier agreement.

Creation Date	03 March 2021
Last Update	05 March 2021
Expiration Date	06 March 2022
Reference	BRRU20210303001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/09e39784-1d0d-4b48-9d85-2208726fbcaa

Details

Description

The Russian company from Vladivostok specializes in the production of biologically active supplements made of sea raw materials. The company was established in 2005. The main field of activity is the development and the knowledge-intensive production of unique innovative biologically active supplements with the use of developments of scientific centers and institutes of the Far East. Today, the company is the main producer of biologically active supplements based on sea components in the Primorsky Region. The company is engaged in the development of innovative technologies for sea raw materials conversion. The company supplies its products throughout Russia, as well as to Europe and Asian countries.

Natural sea mono - and multi-component biologically active supplements produced by the company help to fight

the most serious illnesses, considerably increase the quality of life. The company produces more than 100 types of various biological complexes. The product range includes dietary supplements for joints, skin, hair, immunity, digestion, and so on. The company has its own production base and laboratory. Production and laboratory workshops are equipped with modern European equipment. The company's production facilities allow producing any number of products.

The Russian company is interested in the supply of cucumaria from foreign suppliers and partners within the framework of the supplier agreement. Cucumaria must be caught in clean waters. The partner will have to provide all the necessary documentation that confirms the quality, passed laboratory tests. The products must have international ISO certification. The delivery of cucumaria is possible both in chilled and dried form. When drying, a gentle temperature must be maintained so that the product does not lose all its useful properties. Also, the partner will have to pack the cooled cucumaria in special refrigerator boxes with temperature support of -5 degrees. If the cucumaria will be delivered in a dry state, the partner will have to pack the products in cellophane sealed bags. The packaged weight can be from 1 kg. The company is ready to buy about 5 tons of the cucumaria a month.

The result of cooperation for the Russian company will be expressed instability of the production process as the company will be regularly provided with raw materials. The foreign partner will get an opportunity to expand its geography of sales, enter new markets and increase its profit.

Partnering Opportunity

Profile status : Published

Business Request

Slovenian SME seeks manufacturer of polyethylene zip bags and natron bags

Summary

A Slovenian SME active for 15 years in the development and production of polyethylene bags for different uses is searching for producer or supplier of polyethylene zip bags and natron bags.

Creation Date	19 February 2021
Last Update	10 March 2021
Expiration Date	11 March 2022
Reference	BRSI20210219001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7757fcf8-a51f-4aec-9d35-1dcd04fb3fbb

Details

Description

Slovenian company with a long tradition of producing plastic bags. The company offers different types of plastic bags in all standard sizes.

Company products are:

- garbage bags,
- household bags,
- industry bags,
- carrier bags,

Ref: BRSI20210219001

- block bags,
- zippered bags,
- biodegradable bags.

The company make also custom plastic bags.

The company offers first-class polyethylene plastic materials and provides quality and safe products. The company operates sustainably and uses recycled materials to make bags, their taking care of the environment.

The company wants to increase the offer and their sales and is looking for reliable business partners - manufacturers or suppliers of polyethylene zip bags and natron bags. Samples will be required before production. The models of bags for manufacturing are not protected by IPR status.

The company offers business cooperation in the form of a supplier agreement or manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

An Armenian online shop of car spare parts for tuning offers distribution services

Summary

The Armenian company is involved in an online sale of car spare parts for tuning. The company wants to expand the product variety offered by its online shop and is looking for new partners under the distribution services agreement.

Creation Date	26 January 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRAM20210126001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b3397956-f1fb-4555-bac2-dcdfd1e39aca

Details

Description

This Armenian company has been established in 2018. The company is specialized in an online sale of car tuning spare parts and accessories. The company is the distributor of famous European, American and Asian brands (Germany, USA, Russia, Japan, tec.). Currently the company represents tuning spare parts and accessories as for car widening, air suspension, static suspension, wheels, etc via the online shop.

The orders are being delivered from 1 to 14 days depending on the country and distance.

The company is working only with reliable producers of car tuning spare parts, that are already famous in the international market and are offering the latest models for car tuning.

The company continuously enlarges the variety of the offered products in its online shop and is looking for new

partners (producers of car tuning spare parts and accessories) to cooperate under distribution services agreement.

Partnering Opportunity

Profile status : Published

Business Request

Armenian importer of frozen meat is looking for distribution services agreement and commercial agency agreement.

Summary

The Armenian company is importing frozen meat and sells it in Armenia as a wholesaler and in own shops. Now the company is looking to find new distributors for frozen poultry in foreign markets. The company is interested to find new partners, who can provide deep frozen poultry under distribution services agreement or commercial agency agreement.

Creation Date	05 March 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRAM20210305001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2097ae46-91ac-435f-8ccf-ba470c467b48

Details

Description

This Armenian company was founded on 2004 and since then has become one of the leading importers of deep frozen poultry in Armenia. The company imports frozen poultry, other poultry products (MDM, MSM), chicken wings, breast, as well as frozen packaged whole chicken. The company has a refrigeration facility equipped with modern German refrigerators.

The company sells both retail and wholesale. The retail sale is realized in the company's own store. The company

is well known in the Armenian market and efficiently cooperates with many local meat processing and catering companies on long-terms. The company already Imports frozen meat products from Brazil, Germany, Great Britain, Poland, Italy, the Netherlands and a number of other countries and is planning to expand the markets and find new partners in foreign countries under distribution services agreement or commercial agency agreement.

Partnering Opportunity

Profile status : Published

Business Request

A Kosovar importer and distributor of food products is looking for cooking cream and whipping cream producer

Summary

A Kosovar company specialized in bulk sale and distribution of food products on the Kosovar market is searching for cooking cream producers. The company wishes to explore new opportunities to import from quality producers, in order to enlarge its products portfolio under a distribution services agreement.

Creation Date	11 February 2021
Last Update	04 March 2021
Expiration Date	05 March 2022
Reference	BRXK20210211001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/84f314de-f128-4fc1-b0b8-ff0aa6e68728

Details

Description

The Kosovar company was founded in 2015 and has as object of activity importing and selling culinary creams in a wholesale system.

The Kosovar company already is a distributor of some important Turkish and Hungarian producers.

Some of the main products delivered in the current offer are:

- Hungarian Cheese.
- Black olives, green olives, pickles and gourmet breakfast products.

-Canned sardines.

To respond to customer needs and to enrich the offer of distributed products, the Kosovar company is willing to import new products like cooking cream to use in culinary delights.

The wholesaler has its own warehouse facility and a wide customer base, so it can import and deliver high quantities of quality products. The company has already successfully cooperated with foreign partners. It is looking for long term partnerships based on distribution services agreement.

The Kosovar company is looking for producer of cooking cream and whipping cream for cooking,soup,pasta,sauces and cakes that can be deliver during the entire year.

The products must be of excellent quality, well packed and protected, in line with EU standards.

Partnering Opportunity

Profile status : Published

Business Request

Slovenian manufacturer specialized in innovative ergonomic products for sedentary and standing work with computers and laptops is looking for a manufacturer of acrylic glass products and bamboo plates

Summary

Slovenian manufacturer of ergonomic products for sedentary and standing work with computers and laptops which enable correct posture and prevent incorrect posture when writing and reading is searching a manufacturer of acrylic glass products and bamboo plates in EU market. The company would like to sign manufacturing agreement and/or subcontract.

Creation Date	16 March 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRSI20210316001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b72b65f3-17b4-4ac8-bf78-8bb4430ed9c5

Details

Description

Slovenian company was established in 2018. Since then they are focusing how to prevent of reduce harmful

Ref: BRSI20210316001

effects caused a prolonged forced when sitting. The innovative company produce ergonomic products which are the result of experienced personnel research in health, ergonomics, design, technique, and mechanical engineering.

The company is manufacturing multifunctional ergonomic devices which enable correct posture and prevent incorrect posture when writing and reading. The products can be used for sedentary and standing work:

- at school, job and home,
- for schoolchildren and students,
- for office and production workers,
- for musicians and painters,
- for personal computers, laptops and smart electronic devices.

Innovative ergonomic products of acrylic glass are a novelty in the market as competing products do not provide a comprehensive solution to the problem of incorrect posture when sitting and standing while using computers and writing or reading. The products are an upgrade of standard and lifting desks.

The products feature a modern design, they are easy to assemble and can be adapted to the needs and desires of users.

Depending on what kind of work the person does, the basic models can be upgraded with a wide range of accessories.

The current material the company is using is wood, but they would like to expand and grow their business and make products made of acrylic glass and bamboo plates. The company is looking for manufacturers that can produce different parts of products made out of acrylic glass products and/or bamboo plates (5-6 mm thickness) in EU market.

Partnering Opportunity

Profile status : Published

Business Request

Slovenian NGO seeks manufactures of innovative textiles suitable for patients with atopic dermatitis (AD)

Summary

The role of Slovenian non-government organization (NGO) for patients with atopic dermatitis is to provide patient support, raise awareness and raise the quality of life. Skin of patients with atopic dermatitis is extremely sensitive to anything irritating and clothing fabric has an important role in controlling AD symptoms and quality of patients lives. They are looking for manufactures of new innovative textiles that are safe to use and easy to maintain for patients.

Creation Date	19 March 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRSI20210318001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fb55f579-3f8a-4594-90f3-c558614ecabb

Details

Description

A small Slovenian non-government organization (NGO) for patients struggling with atopic dermatitis established in 2017 is interested purchasing high-quality textile or garments that would contribute to a higher quality of patients' life. The NGO would like to establish successful partnership in distribution of innovative textiles that would benefit patients with AD.

Atopic dermatitis (AD) is a chronic inflammatory skin condition characterized by intense dryness of skin and severe pruritis. The patients' quality of life is impaired due to severe itch and itch induced sleeping problems. Chronic sleep deprivation affects not only the daily activity of the patient but also social functioning. The choice of clothing has an important role in controlling AD

symptoms. Garments are in direct contact with skin, therefore it is extremely important that the textile that come into contact with skin do not cause additional mechanical or chemical irritation and itching sensations. Wool and synthetic materials cause overheating and sweating that irritates the skin and set of an intense itch. Textiles that are soft, smooth and loose are therefore recommended. Absorbing properties are crucial. Use of rough fibers and seams is also known to cause aggravation in existing disease.

Using high quality natural and smooth fibers such as silk, cotton and bamboo are essential, due to their low irritant potential. Until now, cotton fabrics have been the state of the art of recommended textiles for patients with AD, however cotton fibers can be rough and it can irritate the skin. Therefore, innovative materials that are safe, easy to maintain, accessible and affordable are needed. Functionalization of textiles (ZnO, gamma linolenic acid ...) can provide anti-inflammatory and antibacterial properties. Studies on smooth fibers such as ethylene vinyl and lyocell are also promising.

The NGO is looking for companies that produce innovative textiles appropriate for medical use in patients with AD to sign distribution services agreement in EU. They are also looking for companies that would produce clothes from innovative medical textiles to sign manufacturing agreement in EU.

Partnering Opportunity

Profile status : Published

Business Request

Greek commercial agent in enteral nutrition products and medical equipment seeks partners under commercial agency agreement

Summary

The Greek SME company represents and manages a portfolio of specialised clinical nutrition products and medical equipment that can be delivered at home patients. It is a leading company in the sector and is licensed by the Hellenic Medicines Agency. The company is looking for enteral nutrition products under commercial agency agreement with exclusivity rights.

Creation Date	10 March 2021
Last Update	15 March 2021
Expiration Date	16 March 2022
Reference	BRGR20210310001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7213ec0d-d784-447a-88d8-debd43ca6a1d

Details

Description

The Greek SME company is active in the representation and sale of specialised clinical nutrition preparations and medical equipment used for patients whose care is being managed at home. The company opened its doors back in 2015 and is licensed by the Hellenic Medicines Agency (EOF).

Currently, the company has selected and distributes in the Greek market a variety of products of leading companies in the categories of clinical nutrition products, medical dressings (bandages, adhesive tapes excluding

gauze bandage and gauze pads), parenteral antibiotics antifungal and injectable solutions etc.

The dietary department of the company in collaboration with the treating physicians offers nutritional support and specialized advice to patients.

The market size of enteral nutrition sector in Greece keeps growing year on year and so the company seeks to establish new business leads through trade intermediary cooperation agreements in order to remain in a position as a key supplier of such products within the domestic market.

Conversely, the company is interested in promoting in the domestic market enteral nutrition products that belong to the foods for special medical purposes (FSMP) category. The special medical purposes products are specialized foods designed to help meet the nutritional or dietary needs of patients living with a disease, disorder or medical condition who are temporarily or permanently unable to achieve an adequate nutritional intake from normal foods or through modification of the normal diet.

The company is specifically looking for manufacturers of ready-made enteral nutrition products that can be provided by means of the gastrointestinal tract (tube feeding) or liquid & oral form (taken predominantly via the mouth).

It is the company's intention to enter into trade intermediary agreements with the manufacturers. The considered type of agreement is commercial agency agreement with exclusive rights for the Greek market.

Partnering Opportunity

Profile status : Published

Business Request

A Spanish company seeks manufactures of furnaces for research laboratories under distribution or commercial agreement.

Summary

A Spanish company specialised in industrial automation, maintenance and electrical installations wants to incorporate to its portfolio furnaces for research laboratories. The company is looking for distribution services agreement.

Creation Date	11 February 2021
Last Update	19 March 2021
Expiration Date	20 March 2022
Reference	BRES20210211001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0f98024e-d54e-4fe7-96d1-b7364242a877

Details

Description

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

translating technical manuals into Spanish.

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

The kind of cooperation preferred is distribution services agreement in order to widen its product range and start distribution in Spain

Partnering Opportunity

Profile status : Published

Business Request

Dutch designer of fashionable bags, backpacks, gear and apparel for women is looking for a manufacturing partner with experience in production for high end brands

Summary

A company based in the Netherlands, designs, produces and develops women's gear and bags of innovative materials. For the production of the women's bags, they are looking for a new manufacturing partner, preferably based in Italy. The company is interested in a manufacturing agreement.

Creation Date	23 February 2021
Last Update	08 March 2021
Expiration Date	09 March 2022
Reference	BRNL20210212001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/577bed51-b4d7-471e-9132-ede23019ba58

Details

Description

The Dutch designer graduated from the Design Academy in Arnhem and has designed a range of so called ladies essential bags and backpacks. These products have a high quality standard of finish and are made from high quality leather materials, from a range of natural vegetable tanned leathers and therefore non-toxic. All the products are crafted with great attention for details and carry the company logo.

Due to the fact that the demand is increasing the SME wants to scale up production. In order to reach the desired product standards the production partner must preferably have experience with the production of high quality leather wear.

The potential partner should preferably be based in Italy, be flexible and have short delivery times. In the beginning the batches will be rather small, but the size of the batches will increase in time. If needed the Dutch company will supply the pattern cards. The potential partner should be able to source and supply the needed leather and ancillary haberdashery. The company is interested in a manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

A Dutch women's sport brand is looking for a partner that manufactures women's sport leggings.

Summary

The Dutch brand is known for its stylish, feminine designs and technical performance. The products like leggings have a shaping and 'lifting' effect and can be used for any sport, such as pilates, yoga, fitness or running. The company is looking for a manufacturer of sportswear, women's leggings, that is willing to operate in the framework of a manufacturing agreement.

Creation Date	12 March 2021
Last Update	19 March 2021
Expiration Date	20 March 2022
Reference	BRNL20210223001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/db6ddf9b-7be9-4d19-8671-847c63c78aa5

Details

Description

The company was established in 2014, and is rapidly growing with its high-quality fashionable sportswear. The quality, design and fit of the SME's products make them unique. The fabrics have a supporting function and are shape- and colour-fast, do not pill, are quick-drying and most of their fabrics have a UV-filter.

The specifications of the fabrics indicate that it needs to be breathable, current quality is 88% polyamide, 12% elastane, 345 gr/m², linear yield 1.68 m / kg / 2.74 m² kg. Interlock. This thickness / weight and interlock is very important for the SME.

The Dutch company expects that the potential partner will be able to both supply and process the specified

fabrics.

Last year the SME sold about 20,000 leggings a year and that's excluding tops, and the demand for these products is also growing rapidly. Currently the company sells their products via their own web-shop and fashion outlets in The Netherlands.

The Dutch brand prefers partners that are qualified with an ISO 9001:2015 certification and can provide a certificate according to Oeko-Tex Standard 100.

In order to keep up with the increasing demand the company is looking for a manufacturer of sportswear that is willing to operate in the framework of a manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

A Dutch women's sport brand is looking for a partner that offers private label knitwear under a distribution service agreement.

Summary

The Dutch brand is known for its sportswear with stylish, feminine designs and technical performance. The SME wants to extend its product range with women's knitwear sweaters. The company is looking for a manufacturer of private label knitwear who is willing to operate in the framework of a distribution service agreement.

Creation Date	15 March 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRNL20210312001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/46da0631-bb2c-4c5f-8d68-dbf768a125cd

Details

Description

The SME based in The Netherlands is active since 2014 and well known for its sportswear brand. In order to extend their market and meet new demand the company is looking for manufacturers of women's woollen knitwear. The materials used for the knitwear sweaters must be natural wool blend with cashmere (pills less than 100% cashmere), merino or a blend with merino cashmere, all of a high quality standard.

Preferably all materials and dyes used are certified according to Global Organic Textile (GOT), OEKO-TEX (a

certification that textile products have undergone laboratory testing for a wide range of harmful substances, and that the content of those substances remains below the limit values established by the Oeko-Tex Association), Registration, Evaluation, Authorisation and Restriction of Chemicals (REACH)

Currently the company sells their products via their own web-shop, and preferred dealers and retailers in the Netherlands. Demand for their products is increasing and additional demand for women's knitwear sweaters too. In order to keep up with demand the SME is interested in sweaters with hoody, turtleneck or rollneck. Initial order quantities depend on the manufacturer capacity, but the Dutch SME can handle a minimum of one colour of 250 and perhaps other colours in the same or lower numbers. The sizes needed by the SME are small (S), medium (M), large (L) and not directly necessary extra-large (XL). The Dutch SME is looking for a manufacturer of private label knitwear and who is willing to operate in the framework of a distribution service agreement.

Partnering Opportunity

Profile status : Published

Business Request

A Turkish company is looking for suppliers of spare motor parts for trucks

Summary

The company was founded in 2015 in Kayseri/Turkey. The company owner has been working for 20 years as a truck mechanic. The company is looking for suppliers of spare motor parts for trucks (i.e. Daf, Iveco, Man, Mercedes, Scania, Volvo, Renault). The company has got experience in export and import. They are looking for companies in the sector willing to sign distribution services or franchise agency agreements.

Creation Date	23 December 2020
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRTR20201223001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d0b8bc58-e363-499a-ae2e-c1bd0a7e3bb8

Details

Description

The Turkish company founded in 2015 having more than 20 years of experience in truck motor spare parts. It wants to distribution of motor spare parts of all kinds for trucks since the company owner is a mechanic, he has a lot of clients for 20 years. It aims at import truck motor spare parts since Turkey is a big market for truck motor spare parts. They only want to distribute spare parts. They are willing to import spare motor parts.

Turkish company's owner is a truck motor mechanic man. He has a very long time experience for 20 years. He wants to import motor spare parts for trucks; original equipment (OE) parts: Daf, Iveco, Man, Mercedes, Scania, Volvo, Renault.

The company wants to cooperate with new suppliers to increase its distribution network and sales. They are interested in distribution services or franchise agency agreements.

Partnering Opportunity

Profile status : Published

Business Request

UK supplier to the National Health Service (NHS) requests innovative products, technologies and solutions for distribution

Summary

A highly respected and well established UK supplier to the NHS (National Health Service), community and care services is looking to expand its product portfolio. They seek new assistive technology solutions, innovative devices and products to support people living with physical and mental disabilities, long term conditions and the elderly for distribution service agreements.

Creation Date	04 March 2021
Last Update	08 March 2021
Expiration Date	09 March 2022
Reference	BRUK20210223001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7bd121ac-0f9d-4539-8391-d0a5d75826d1

Details

Description

The established South West UK company specialises in the supply and distribution of assistive technology solutions, products, devices and equipment to support independent living for individuals, carers and families, to improve the quality of life, independence and mobility for those living with and caring for people with long term physical disabilities.

The company has also been supplying infection prevention, sterilisation and decontamination solutions to

hospitals and community centres (loan stores) for over 25 years. The company currently works across the whole of the NHS and with many private companies, serving the healthcare market, providing solutions for cleaning, disinfection and sterilisation.

Particular areas of interest are:

- Endoscope Reprocessing
- CSSD Equipment (central sterile supply department)
- Hospital Wide Decontamination and infection prevention
- Decontamination equipment for out in the community
- Wheelchair posture and positioning
- Pressure ulcer prevention
- 24 hour positioning
- Standing aids
- Toileting and Bathing aids

Products for adults and children are of equal interest.

The company acts as a UK distributor for a considerable number of leading international manufacturers and is looking to expand its current portfolio. Distribution services agreements are requested with partners who can offer unique, innovative, high quality products which will deliver real healthcare benefits and value to the UK market.

Partnering Opportunity

Profile status : Published

Business Request

UK retailer of activities for care homes offers distribution agreements for new activity products

Summary

UK company, specialises in providing activities for people with particular/specific needs such as dementia, learning disabilities, and physical impairments. The company is looking to develop and expand their range of activity products to support these people and their specific needs.

Distribution services agreements are sought with partners who can provide specifically designed activity products to meet the needs of their clients.

Creation Date	04 March 2021
Last Update	11 March 2021
Expiration Date	09 March 2022
Reference	BRUK20210304001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4c67e65a-2bd1-4b6d-b7a0-4a3f74fb74b9

Details

Description

This UK company has over 25 years of experience, supplying the NHS; private hospitals, special needs schools, community equipment centres, care homes, and many more. Acting as an established and highly respected UK distributor, the company is looking to expand its current portfolio of activity products.

Products of interest will be specifically designed for people with dementia and other conditions and will include: games, puzzles, sensory items, art & craft equipment, music and exercise products.

The products will be designed to address the particular issues below:

Sensory stimulation

Fidget aids / dexterity / coordination

Keeping active / exercise

Creativity and art and craft

Alleviating boredom (things like games and puzzles)

Relaxations / quiet time / calming (things like empathy dolls, calming music/sounds)

Social interaction and chatting

Reminiscence

Care home environment enhancement (things like wall mounted activities)

Distribution services agreements are requested with partners who can offer unique, innovative, high quality products.

Partnering Opportunity

Profile status : Published

Business Request

UK supplier to healthcare providers seeks innovative infection prevention solutions for distribution

Summary

An established and highly respected UK South West company specialised in the distribution of infection prevention, sterilisation and decontamination solutions to the National Health Service (NHS) and private healthcare providers, seeks unique and novel solutions under distribution services agreements.

Creation Date	04 March 2021
Last Update	08 March 2021
Expiration Date	09 March 2022
Reference	BRUK20210304002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4148014d-6d23-4d9f-8e52-29d265411ea2

Details

Description

The established South West UK company has been supplying infection prevention, sterilisation and decontamination solutions to hospitals and community equipment centres for over 25 years. The company currently works across the whole of the NHS and with many private companies, serving the healthcare market, providing solutions for cleaning, disinfection and sterilisation. The companies mission is to eradicate all preventable infections in healthcare settings.

Particular areas of interest are:

- Endoscope reprocessing
- CSSD equipment (central sterile supply department)
- Hospital wide decontamination and infection prevention
- Decontamination equipment for out in the community

The company acts as a UK distributor for a growing number of leading international manufacturers and is looking to expand its current portfolio. Distribution services agreements are requested with partners who can offer unique, innovative, high quality products which will deliver real healthcare benefits and value to the UK market.

Partnering Opportunity

Profile status : Published

Business Request

Slovak producer of balance weights is looking for a zinc alloy supplier within the manufacturing of balance weights

Summary

A small Slovak technological company, the producer of balance weights, is looking for a zinc alloy supplier. The alloy must be designed for pressure die casting. The Slovak company plans to use the zinc alloy in manufacturing of balance weights. They would prefer a cooperation via subcontracting - the partner should be supplying the alloy.

Creation Date	16 March 2021
Last Update	27 March 2021
Expiration Date	28 March 2022
Reference	BRSK20210316001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f3a9eea6-4991-49c2-ac49-687c7ec3f813

Details

Description

A small Slovak company is nowadays the only producer of balance weights for automotive sector in Slovakia. Nowadays, the company has 15 employees and is on the market since 1990. The products of this company are used in personal motor cars and small utility vehicles. The products of the company are from zinc with a special anticorrosive surface finishing. This is the reason why the company is looking for a zinc alloy, which could be used in manufacturing of their products. Some of the products from the product portfolio of this company could be found in the attachments of this cooperation profile. All the products of the company passed the hardness tests, were

tested in a salt chamber and have TÜV certificate. The products of the company are used mostly in automotive industry. The company plans to increase the production the export to EU countries - this is the second reason for seeking for a zinc alloy supplier. As already mentioned, the company looking for a zinc alloy supplier. The alloy must be designed for pressure die casting. The alloy they are looking for is ZnAl4Cu1. Some further technical specification of the alloy could be found in "technical specification" field.

The Slovak company prefers a cooperation via subcontracting, as the Zinc alloy supplier is sought. The partner role would be to supply the alloy as a subcontractor.

Partnering Opportunity

Profile status : Published

Business Request

French design agency of display corners is looking for recyclable, biodegradable materials under supplier agreement.

Summary

*French design agency working for luxury sector is looking for recyclable, biodegradable raw materials such as polymers for production of display corners.
The searched partner could be a supplier of material and/or manufacturer of the final product in the basis of these materials.*

Creation Date	01 March 2021
Last Update	05 March 2021
Expiration Date	06 March 2022
Reference	BRFR20210114001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/28eb2eb0-189c-4058-ab3d-d209384f33e6

Details

Description

The French design agency of point of sale is well-known in the luxury sector. It works for cosmetics, fragrances / perfumes and watches industries.
It achieves competing with big design agencies across Europe (Paris, Belgium, Switzerland) and delivers displays for international brand names stores.
The SME was created on 2013. The CEO is a designer focused on satisfying demanding customers through innovative products.

He is supported by a commercial and a project manager.

The customers are particularly sensitive to environmental protection and sourcing of materials to reduce the impact on resources. Recycled or bio-sourced materials are therefore particularly valued by customers.

The SME is therefore looking for recycled or bio materials:

- polymers (injected plastic)
- wood, Medium Density Fiberboard (MDF),
- paper, cardboard
- Polyurethane (PU) for wrapping
- leather including plant leather

The company is also interested in eco-friendly material like paints, painting glue and finishing baths (chrome, gold and silver finishing), plastic plating, glossy acrylic, mat acrylic.

The French company will attach importance to the recyclable properties of the materials purchased.

These materials are to be used in the corners manufacturing showing the luxurious products.

The quality of the materials must resist the use of corners (lighting, sunlight, touch).

The surfaces must not tarnish over time, the colors must not fade. The finish must offer an outstanding user experience (touch, visual).

The French SME proposes a supplier agreement in order to benefit from new proposals, innovative inspirations to widen its range of products.

If the partner is able to manufacture parts of products based on these recycled or reused materials the French company is open to conclude a manufacturing agreement.

The French company will provide the technical drawings and manufacturing specifications.

Partnering Opportunity

Profile status : Published

Business Request

An Italian company that produces and markets furniture worldwide is looking for companies and artisans who produce any type of fire-related products for a distribution services agreement

Summary

An Italian company with more than thirty years of experience in the sector of artisanal wood-burning ovens and in general in products created specifically for heating, cooking and smoking food, intends to expand its range of offerings and is looking for other companies' new products to be distributed under a distribution services agreement.

Creation Date	05 February 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	BRIT20210205001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2a39999c-0e13-4938-9b87-c16c9abafa0c

Details

Description

An Italian company with more than thirty years of experience in the field of artisanal wood-burning ovens, both for indoors and outdoors, would like to expand the range of products, offering other types of artifact related to fire such as stoves, barbecues, special types of fuel. With regards to fuels, the company is interested in everything related to stoves, barbecues and ovens, therefore: wood, pellets, briquettes. At this time it is not possible to

establish the quantity, but they must in any case be fuels that can be sold in Italy, so as for example for pellets the ENplus ISO 17225-2 certification applies.

The company already produces and distributes products for private luxury residences and hotels: a range of exclusive products made in Sicily (Italy) with different collaboration partners such as local artisans, architects and interior designers. Now, the company is looking for products and companies that work in an artisanal way according to a coherent policy on the offerer vision and that would like to make their creations and their craftsmanship known overseas.

The sought partner can be a small and medium enterprise or an artisan interested in offering the requested products under a distribution services agreement. In this case the Italian company will act as a distributor to sell other companies' products and making available its experience and its network of contacts.

Partnering Opportunity

Profile status : Published

Business Request

Polish company with more than 20 years of experience in the sale and assembly of bowling alleys and supplying bowling accessories, spare parts and equipment to bowling centers is looking for manufacturers and distributors of bowling products.

Summary

The company located in Poland is looking for manufacturers or suppliers of the following products: bowling balls, drilled and undrilled pins, disposable socks, bowling rental shoes, bowling lanes maintenance products and other bowling equipment. Additionally, the company wants to cooperate with manufacturers of spare parts that are being used in bowling pinsetters, bowling elevators as well as with manufacturers or suppliers of electronic components for bowling devices.

Creation Date	18 February 2021
Last Update	12 March 2021
Expiration Date	13 March 2022
Reference	BRPL20210212001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ace82067-bbb9-4bac-a9b7-73480f1af8c8

Details

Description

The polish company in its current form exists since 2008 and has extensive experience in the installation and delivery of bowling centers throughout the country. During its long history, the company has become a supplier to

Ref: BRPL20210212001

several hundred bowling alleys. The owners are associated with the bowling industry for nearly 20 years and offer their customers proven technological solutions. Their primary goal in the near future is to enrich the company's offer with new products in order to become even more attractive on foreign markets. So far, the company has successfully cooperated with suppliers from Germany, the Czech Republic, Turkey, Hungary and Italy. Both sales and service employees are specialists in their fields and know the specificity of working in an international environment. They can successfully be distributors of spare parts and bowling club equipment of manufacturers from all over the world. The company offers standard string pinsetters, the most modern string bowling technologies, but also other equipment for bowling centers and traditional bowling alleys. One of the company's goals for the coming years is to expand its offer with bowling accessories and bowling spare parts. For this purpose, it is looking for partners for long-term cooperation, who can acquire regular and proven buyer.

Partnering Opportunity

Profile status : Published

Business Request

A German startup is looking for pilot testers for their automated office furniture for a personalized desk sharing experience under services agreement.

Summary

A German startup developed a smart office system that enables instant personalization of workspaces. The solution consists of a mobile application, a smart desk and an intelligent office chair which are able to adapt and adjust into personalized settings of different users. The startup is now looking for pilot testers for their office 4.0. solution who are willing to collaborate under services agreement.

Creation Date	15 March 2021
Last Update	19 March 2021
Expiration Date	20 March 2022
Reference	BRDE20210301001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1d5a46e6-e57a-4eba-8c36-a8641cf6c2c8

Details

Description

In the last couple of years, desk sharing gained popularity in companies and organisations. However, until now, there were no appropriate and suitable solutions on the market, combining the idea of desk sharing offices with a smart customized solution for the improvement of the employees health, productivity and satisfaction.

The German startup provides a smart office system which consists of an office chair, a desk and a smartphone application, enabling instant personalization of workspaces. The smart furniture is equipped with actuators and

sensors to adjust to the users' preset parameters on the smartphone interface within seconds. When entering the office, the user can use its smartphone to log in at an unoccupied office desk. The furniture (desk and chair) immediately adjusts to the well-known personalized settings and gives the user a feeling of familiarity. The solution allows for flexible and efficient utilisation of office space and offers the benefit of highly comfortable and healthy working conditions.

The smartphone app contains all necessary options to set up the office including an initial installation guide. This ensures a healthy and well-adjusted setup. Furthermore, the available data is analyzed to consult the user on behavioral improvements. Through accessing the sensor data, the user receives a live performance report on standing and sitting activities. The report outlines recommendations and exercises to strengthen the parts of the body that the system recognized as negatively affected by the sitting posture. An active sitting option will rotate the seat of the chair at a low frequency, mobilizing the core muscles of the user to increase the blood flow. This function simulates the metabolism in order to stay focused at work and sustain a high energy level. Additionally, a back end stores all the generated data which is processed immediately and displayed in the front end of the mobile app. Data policy clauses can be aligned with the pilot customer. The stored data will be deleted after a determined time.

The smart office chair is equipped with up to seven actuators to adjust to the users preferences. The most prominent part of the chair is the main mechanism that is placed under the seat and comprises four actuators (seat angle, seat depth, seat height, counterforce backrest). Furthermore, the electronics of the chair include multiple sensors in the seat and in the backrest of the chair that are implemented in the upholstery. The office chair works on a battery which can be recharged easily.

The startup uses existing height-adjustable desks and equips them with their own control units. The charging docks are mounted under the front part of the desk. The desk is also equipped with actuators and sensors to adjust to the users preset parameters on the smartphone interface.

In order to test the existing solution, the startup is looking for testers/pilot customers who are willing to collaborate under a services agreement. As a service, the startup would provide their embedded "office 4.0" system to a suitable partner who is interested to test the solution and give feedback on the applicability of the system. Additionally, the startup would also provide support on all technical questions and issues.

Partnering Opportunity

Profile status : Published

Business Request

A French wholesaler of eco-friendly disposable tableware and sustainable products is looking for manufacturing agreement in Europe.

Summary

The French SME distributes a large range of disposable tableware like cups, plates, bags, cutlery, take-away boxes. The products are 100% eco-friendly and biodegradable and/or compostable. The company is looking to source new products, or find new manufacturers to start partnership. The company is looking for partners under a manufacturing agreement. Partners from EU countries, UK, Mediterranean Basin are preferably sought.

Creation Date	25 February 2021
Last Update	01 March 2021
Expiration Date	02 March 2022
Reference	BRFR20210225001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/392422e8-5bac-4a18-97e2-aa6d796aa5ba

Details

Description

The French company located in the South East of France was founded in 1991. Since 2012, the company distributes eco-friendly products only. The company distributes a full range of disposable tableware products including bagasse, cardboard, paper, PLA/starch, and any other eco-friendly alternative to plastic.

All the products are biodegradable, with a preference to compostable products but not compulsory.

The range offered covers disposable tableware, take-away, food packaging, and any other product used by our customers that could be added to current range like gloves, cleaning products, waste bags..

The company is looking for custom print packaging solutions too like cups, bags, napkins.

A project of launching retail range is currently underway to sell to supermarkets.

The main customers of the company are caterers, event organisers, collective catering, leisure parks and HoReCa (B2B only).

The company is looking for partners under a manufacturing agreement. Partners from EU countries, UK, Mediterranean Basin are preferably sought.

Partnering Opportunity

Profile status : Published

Business Request

Looking for supplier of metallic frames and parts for hair clips / hair pins

Summary

A French SME is producing hand made decorated hair clips with fancy decors for international larger brands.

They are looking for sourcing metallic frames and parts used in the manufacturing of these hair clips from Eastern Europe or Mediterranean countries meeting high quality standards and with batches of several hundreds.

A supplier agreement is sought.

Creation Date 04 March 2021

Last Update 12 March 2021

Expiration Date 13 March 2022

Reference BRFR20210304001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9605e03e-53b2-40ff-95c3-0c215b4bd884>

Details

Description

This French SME is producing hand made decoration - so-called hair jewels - which are then fitted to hair clips metal frames which they supply from other companies. Their customers are larger brands on international markets. Up to now, they had a domestic supplier, the last one existing in France which just closed down business.

They are looking for sourcing new suppliers for these frames from abroad under a supplier agreement. Cheaper metal frames have been identified in Asia but they do not meet the quality standards required by their

customers.

They believe that such metal frame hair clip manufacturers still operate in Italy or some Eastern Europe countries and perhaps in the Mediterranean countries as well, which can meet the quality standards.

Those metallic frames consist in gilded frames, click claks type, "crocodile" like clips, automatic "unlosable" clips and spring-hinged clips (see illustrations in attachements).

The company is willing to receive deliveries in batches of several hundreds but not several thousands.

Partnering Opportunity

Profile status : Published

Business Request

Premium Dutch fashion label in the high segment is looking for production of men clothing in the frame of a manufacturing agreement

Summary

The Dutch company with experience in the fashion industry is starting a new brand in smart women's clothing for high end consumers. The company is searching for a manufacturer who can produce premium men clothing for travelling, like suits, hoodies and t-shirts. The potential partner will be willing to deliver small numbers in different sizes under a manufacturing agreement. The potential production partner will be based in Europe.

Creation Date	02 March 2021
Last Update	29 March 2021
Expiration Date	06 March 2022
Reference	BRNL20210222001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d9a2f1d7-5055-42a0-8b3d-47886755f3e4

Details

Description

Experienced entrepreneur in fashion and design industry starts with a new fashion brand with premium quality. The new brand focuses on men clothing for travelling.

The Dutch company is looking for producers who can supply fabrics, have experience in producing premium clothing and who can deliver at least 1000 pieces clothing in different colors and sizes. The Dutch company wants to produce the following products:

- Jacket, down filling, sustainable down, or perfect imitation down

- Smart-travel suit: blazerjacket, gilet, pantalon.
- Smart jogging suit: hoodyjacket, sweater, joggingpantalon.
- Brand t-shirts / longsleeves with chestlogo and refined plain with just a small sophisticated label/badge at the chest.
- Cotton plain t-shirts: aloe vera finishing-treatments for a super soft experience.

The Dutch company wants to invest in a good relation with the right manufacturing partners. They are looking for a partner meeting the following requirements:

- Manufacturer understands the level of quality as the design, fit, fabric, finishing, seams, yarns, thickness of the needles and yarn-tension during stitching process. That it all goes hand in hand in every single piece and details, outside and inside which are both part of the product and brand experience.
- Understand the characteristics and behaviour of the smart fabrics like the 4-way-stretch materials like innovated eurojersey-like materials: eurojersey-blends , bonded / double faces fabrics, with wool / cotton tricot and other ingredients for optimal performance.
- Prefer sustainable materials with very good quality, not necessarily recycled fabrics, but fabrics that can be recycled afterwards.
- Dutch company prefers fabrics with OEKO-TEX certification, as the eco-values are the acceptable European standards.

The future business partner should have experience in producing premium women clothing. After a trial period, the Dutch company is looking for a long-term manufacturing co-operation. A manufacturing agreement may be provided.

Partnering Opportunity

Profile status : Published

Business Request

Serbian distributor is looking for pharmaceuticals and medical devices suppliers from the EU countries

Summary

The Serbian distributor of pharmaceutical, medical, and cosmetic products and medical devices looks for suppliers willing to enter the Serbian market. The products can be both registered and unregistered. The company is 26 years in business and has a collaboration with several pharmaceutical companies around the world. The company is looking for partners under distribution services agreement.

Creation Date	09 February 2021
Last Update	23 March 2021
Expiration Date	24 March 2022
Reference	BRRS20210105001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2b2a7582-8cf0-45b7-a518-3ef142760e79

Details

Description

The Serbian company has more than 26 years of experience in wholesale and logistic support for the pharmaceutical industry. Based in Belgrade it has grown into one of the leading companies in the field of import and registering pharmaceutical and medical products. The company also imports and acquires all necessary certificates for medical devices. They deliver partners' products registered and unregistered according to Serbian laws to the extensive network of hospitals (also for clinical trials), pharmacies, vaccination stations, and patients' houses. The company cooperates with both multinationals and small manufacturers. They have experience in collaboration with partners from the EU countries as well as from European countries outside the EU (Russia, Ukraine, Moldavia, Byelarus, Bosnia-Herzegovina, and Montenegro).

The company has the necessary certificates for the import and distribution of pharmaceuticals in Serbia. They fulfil the requirements of the GDP (Good distribution practise) for the pharmaceutical industry, which is especially important in the case of products requiring controlled temperature conditions, such as in the so-called 'cold chain'. It conducts business in line with the ISO 9001:2015 standards. The company is part of the continuous quality monitoring system by the Ministry of the health of the Republic of Serbia and the certification body.

The company offers comprehensive distribution services. They are looking for manufacturers and suppliers of pharmaceutical, medical and cosmetic products to sell these products on the Serbian market. The company offers also services complementing the distribution process, such as warehousing in their own facility, transport and logistics in the whole country, and support in finding marketing partners. Their services include also dealing with pharmaceutical products imported from outside the EU and awaiting clearance, import of products, medical devices, supplements and cosmetics for a clinical trial.

Partnering Opportunity

Profile status : Published

Business Request

Dutch company is looking for an EU co-manufacturer to process botanical material into finished products

Summary

A Dutch SME is looking for a contract manufacturing facility with supercritical carbon dioxide extraction equipment to produce a botanical extract for food & nutraceutical industries. All ingredients are free from major allergens. The company seeks a partner from EU countries for production of these extracts under a manufacturing agreement.

Creation Date	22 February 2021
Last Update	08 March 2021
Expiration Date	09 March 2022
Reference	BRNL20210219001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4636ace7-9ec0-43d9-be2e-df2ab8003f3b

Details

Description

The company from the Netherlands develops and produces sustainable plant-based ingredients to solve functional, nutritional, and economic industry challenges. Their ingredients are products based on scientific evidence and European Food Safety Authority (EFSA) Health/Nutrition claims.

As part of their aim to provide alternative foods, the SME produces a first of its kind allergens-free plant-based protein without off-taste notes or odors.

The demand for their products is quickly bypassing the supply capacities. For that, the company is looking for co-producers who can process some of their raw ingredients into semi-processed ingredients.

The company is looking for an agreement of around 1 year with the possibility of extension.

There are no requirement for how small or large the partners' facility should be. Batch sizes and costs are determined after initial discussions agreement. The company would like to start this project immediately. A manufacturing agreement is offered to partners from an EU country.

Partnering Opportunity

Profile status : Published

Business Request

Polish distributor requests whisky glasses and glassware for other types of alcoholic beverages

Summary

A Polish whisky blogger-turned-entrepreneur, who supplies both companies (food and drinking establishments) and individual customers, is looking for whisky glasses and glassware for other types of alcoholic beverages. Cooperation within the framework of a distribution services agreement is requested.

Creation Date	17 March 2021
Last Update	19 March 2021
Expiration Date	20 March 2022
Reference	BRPL20210316001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/37efe8f4-ca6a-4b72-a5cd-ce8c77bdbfcc

Details

Description

A company from northwestern Poland, a supplier of restaurants, bars, and pubs, requests whisky glasses and glassware for other types of alcoholic beverages.

The firm was established by a whisky enthusiast who has been blogging on the topic for several years (reviews, tests and rankings, tips etc.). In the process, he built a network of contacts and forged good relationships with many restaurant-, bar- and pub owners. Presented with an opportunity to combine this passion with his knowledge and experience in e-commerce, he started his own online shop with whisky products and accessories. The company supplies various food and drinking establishments and individual clients throughout Poland.

As the company is expanding its operations and would like to enrich its assortment and diversify suppliers, it is requesting whisky glasses and glassware for other types of alcoholic beverages (e.g. brandy or wine glasses, champagne flutes etc.) for distribution in Poland. Partners will be expected to provide a list of products and their specifications, supply the marketing materials (if he has any), and take care of deliveries. The company will select products from the list, include them in its offer, specify the requested quantities, and find customers for them. Other details of the partnership will be discussed and agreed upon during the negotiations.

Partnering Opportunity

Profile status : Published

Business Request

Polish distributor and importer of cosmetics and pharmaceuticals is looking for new foreign products to include into their portfolio and introduce them on the Polish market

Summary

A company from the north-eastern part of Poland, a distributor and importer of goods such as natural cosmetics and pharmaceuticals, is looking for new products that it could introduce on the Polish market. The company is interested in cooperation on the basis of distribution services or commercial agency agreements.

Creation Date	10 February 2021
Last Update	17 March 2021
Expiration Date	05 March 2022
Reference	BRPL20210120002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2375fbe5-09cd-4ff3-8691-4b56f21c941b

Details

Description

Polish company established in 2008 and located in the north-eastern part of Poland, is a well-established wholesaler and importer of a variety of fast-moving consumer goods (FMCG), which include natural cosmetics and OTC (over the counter) pharmaceuticals.

The company is interested in providing its customers with new products of foreign origin, that are still not easily available in Poland, therefore the company is open to establishing distribution services or commercial agency agreements. The company is open to discuss each product or product directly with the foreign partner that expressed interest in introducing it onto the Polish market (as exclusive distribution is also negotiable).

The company would like to establish cooperation on the basis of one of the following:

- commercial agency agreement - with a potential partner that is in need of an agent that would represent their products on the Polish market.
- distribution services agreement - with a potential partner that is in need of a distributor that would distribute / sell their products on the Polish market.

Partnering Opportunity

Profile status : Published

Business Request

Polish distributor and importer of healthy food and dietary supplements is looking for new foreign products to include into their portfolio and introduce them on the Polish market

Summary

A company from the north-eastern part of Poland, a distributor and importer of goods such as healthy food, dietary supplements and other fast-moving consumer goods, is looking for new products that it could introduce on the Polish market. The company is interested in cooperation on the basis of distribution services or commercial agency agreement.

Creation Date	10 February 2021
Last Update	17 March 2021
Expiration Date	05 March 2022
Reference	BRPL20210120001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/92308680-777c-4c6f-ad2f-d42f7b862b17

Details

Description

Polish company established in 2012 and located in the north-eastern part of Poland, is a well-established wholesaler and importer of a variety of fast-moving consumer goods (FMCG), which include healthy food, such as: superfoods, sugar-free, vegan, functional, bio-, eco-, organic, gluten-free food and dietary supplements.

The company is interested in providing its customers with new products of foreign origin, that are still not easily available in Poland, therefore the company is open to establishing distribution services or commercial agency agreements. The company is open to discuss each product or product directly with the foreign partner that expressed interest in introducing it onto the Polish market (as exclusive distribution is also negotiable).

The company would like to establish cooperation on the basis of one of the following:

- commercial agency agreement - with a potential partner that is in need of an agent that would represent their products on the Polish market.
- distribution services agreement - with a potential partner that is in need of a distributor that would distribute / sell their products on the Polish market.

Partnering Opportunity

Profile status : Published

Business Request

Polish producer of of decorative cards is looking for biodegradable polymers under supplier agreement.

Summary

Polish producer of decorative cards and posters is looking for biodegradable polymers as raw materials for production of decorative packaging. The Polish company is interested in cooperation within the framework of supplier agreement.

Creation Date	15 March 2021
Last Update	24 March 2021
Expiration Date	25 March 2022
Reference	BRPL20210315001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/27274b5e-9704-4687-906b-eb194d508241

Details

Description

The Polish SME, producer of decorative cards and posters, was created in 2019. In their products the company follows the Scandinavian philosophy, which relates to all aspects of life, from ecology to work-life balance and interpersonal relations. This approach means „more or less not too much, not too little - just right.” The company creates its product based only on biodegradable materials.

The SME is looking for biodegradable polymers granules for the conversion to flexible films using a blown film or cast film process, for application as a packaging films.

The Polish company is interested in cooperation within the framework of supplier agreement based on a yearly quantity of 500 to 1000 kg.

Partnering Opportunity

Profile status : Published

Business Request

A UK Company seeks partners to produce and/or market an innovative new buggy stabilising system via Commercial Agency/Distribution Services Agreement.

Summary

A UK Company based in the North East has developed and trialled a device to prevent children's buggies from tipping over when bags etc. are hung from the handles. The device is fixed to the rear legs of the buggy and can be swung upwards and folded out of the way when not needed. The company seeks partners to market and distribute the products in China, the USA and Europe (via a commercial agency/distribution agreement) however they would not rule out interest from other countries.

Creation Date	15 March 2021
Last Update	26 March 2021
Expiration Date	27 March 2022
Reference	BRUK20201215001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7da550eb-dee5-44d3-ab82-2ae8cd03b342

Details

Description

The company is based in North East England and is privately owned and managed. It has extensive experience in the charity education and caring sectors looking after children and families – and has seen first-hand the falls and other accidents that happen to children from buggies and pushchairs. In fact, research has shown over a 21-year period, over 360,000 children were injured in accidents involving buggies in the USA alone; this device resolves that problem.

The device has been developed directly from that experience and prototype systems have been trialled with families with very positive feedback. These user trials have demonstrated that fitting a buggy assist device also improves the buggy's manoeuvrability, making it easier to push around in busy and congested spaces.

The stabilising device consists of two arms, which are clipped to the rear legs of the buggy and provide the mechanical strength to support additional weight (bags, purses, shopping etc.) hung on the handles of the buggy by parents and carers. Between the arms of the device, an additional shelf is provided for bags etc. Busy parents can therefore use their buggies to carry extra shopping and bags with no risk of it falling over with the extra weight. When not needed, the arms of the buggy assist device swing upward to lie parallel to the buggy's rear legs, so it only needs to be fitted to a buggy once.

The device can either be fitted during manufacture and assembly or as an aftermarket product and the company is interested to receive approaches and interest from companies that promote, distribute or sell buggies globally.

The company plans to design and develop other child safety related products and would like to see its chosen partners bring this system and future products to their markets.

The company's intention is to offer a commercial agency/distribution services agreement and market to key countries such as APAC, North America, MEA and Europe (including the UK). The company will consider a suitable global offer for all territories.

Partnering Opportunity

Profile status : Published

Business Request

A Turkish company specialized in hydraulic components such as actuators, power packs, testing systems in the maritime and industrial sector, seeks shipbuilding equipment manufacturers under distribution services agreement

Summary

A Turkish company is active in the installation of a broad range of hydraulic components for yachts or industrial applications. Additionally, the company provides technical support with their experienced team and seeks shipbuilding equipment manufacturers under a distribution services agreement.

Creation Date	12 February 2021
Last Update	05 March 2021
Expiration Date	06 March 2022
Reference	BRTR20210208001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/44440306-40c9-4123-bf92-a1c2453cf0f6

Details

Description

The company from Turkey, located in Ankara, active in the hydraulic machinery area, is interested in establishing agreements in their business area. The company is also planning to open an office in Antalya, due to give

Ref: BRTR20210208001

engineering service for shipbuilders.

This company provides industrial applications from design to construction, mechanical assembly works, and hydraulic piping. The company due to technical and manufacturing expertise indicates a focus on customer service, they provide mechanical, construction, and precision engineering.

The company was established in 2019, but it has national and international experience from 10 years of work in this type of business area. The company is focused on the yacht building sector with hydraulic components expertise. Several applications were listed below:

- Garage door opening systems
 - o Stainless steel hydraulic handling
 - o Hydraulic power packs
 - o Stainless steel hinge construction (painted or polished)
- Hydraulic system design and consultancy
- Jet-ski handling systems
 - o Foldable boat and jet-ski cradles
- Hydraulic pump test benches 75kW (Tailor-made)

The company wants to establish long-term cooperation under the distribution services agreement. The company is looking to expand its product range, mainly hydraulic components, sensors, low emission technologies, sealants

Partnering Opportunity

Profile status : Published

Business Request

Polish company is requesting furniture and other furnishings under a distribution services agreement

Summary

A Polish company specialized in the distribution of furniture and furnishing (mainly Scandinavian) is looking for producers of tables, chairs and other furnishings for private and commercial use. Cooperation within the framework of a distribution services agreement is requested.

Creation Date	01 March 2021
Last Update	19 March 2021
Expiration Date	20 March 2022
Reference	BRPL20210301001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/341af631-7e8f-4e09-b27a-29f24a310985

Details

Description

A company from the northwestern part of Poland has been operating in the furniture industry since 2016. The firm was founded by a former commercial agent of furniture companies. Using his past experience and vast contacts, the firm has established its own network of clients for Scandinavian furnishings. They not only distribute products but also manufacture their own furniture for the HoReCa industry. The company has been cooperating with firms from Denmark and Sweden.

The firm is looking for manufacturers of tables, chairs and other home furniture that intend to establish their presence on the Polish market. They are also interested in furnishings for commercial buildings, mainly for the

HoReCa industry and retail business. They are open to distribute mass products as well as custom-made furnishings.

The firm is interested in broadening its assortment by engaging in a long-term partnership in the form of distribution services agreement. They would like to cooperate with producers of furniture and other furnishings. A partner is expected to provide products in quantity and quality requested by the firm. In turn, they will promote and find new customers for the products.

Partnering Opportunity

Profile status : Published

Business Request

Wine importer from Poland is searching for sparkling wine in keg

Summary

A Polish wine importer and distributor who imports wine from all over the world and distributes the wine to hotels and restaurants in Poland, would like to find a winery which produces sparkling wine in keg. They would like to sign a long-term distribution services agreement.

Creation Date	23 February 2021
Last Update	03 March 2021
Expiration Date	04 March 2022
Reference	BRPL20210223001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a1c3ca30-ec25-406e-962c-3edce14dcde3

Details

Description

An importer and distributor of wine to hotels and restaurants in Poland is looking for new cooperation possibility. The Polish company would like to find a producer of sparkling wine in keg. This wine is now becoming more and more popular among wine bars and restaurants in Poland so they want to be able to have this on offer.

The Polish company was set up in 2009 and has since been a very successful wine importer and distributor in Poland. They have on offer wines from: Italy, France, Germany, Austria, South Africa, USA, Chile, Argentina, Spain, etc. This requested wine in keg would make their offer more diverse and up to date. Distribution services agreement is envisaged. Through this agreement the wine producing company will be able to gain financially, get

new clients in Poland and become more visible brandwise.

Partnering Opportunity

Profile status : Published

Technology Request

French healthtech SME is seeking a healthcare software company to technically build up a comprehensive digital solution

Summary

A French SME, specialised in digital healthcare, has developed two digital solutions: home telemonitoring platform and an electronic health record system; to connect the patient's home to his healthcare provider. It is seeking a healthcare software company under a research or technical cooperation agreement to implement one or both proposed solutions in a global health software package.

Creation Date	24 February 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	TRFR20210224002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9f2f0749-1970-4788-98be-4e65be730780

Details

Description

The French healthtech company, founded in 2010, has developed two comprehensive digital health solutions dedicated to the integrated care pathways:

- Home telemonitoring platform: allowing patient relation management by monitoring the patient condition through adherence assessment, health and care education, e-coaching program, teleconsultation... This patient relation management tool can be implemented for chronic disease, outpatient, contract research organisation (home digital trial).

- Electronic health record system: comprehensive mobile record dedicated to the hospital care at home addressing the management of acute illness and palliative cares (secured medication, e-prescribing, nursing and care management, process and workflow, dashboard...). This tool brings together the medical record, the continuity of care record, the communication management toolkit and the assisted decision module.

Both solutions connect healthcare providers and patients through a web portal for care givers and a mobile app for the patient. The products help managing complex care, coordinating integrated care organisation (hospital, primary and community care, laboratories, payers) and rolling out a seamless continuity of care whether the patient is away or at home.

The proposed solutions allow the healthcare system to:

- Move to value-based care by driving measurably better outcomes through cost-effective care based on comprehensive shared records and by enabling connected health community to deliver care more safely and efficiently

- Manage population health by eliminating gaps in care, manage chronic conditions and improve the overall health status of populations with standardized care personalised for each patient

The company is interested in a technical cooperation and eventually a research cooperation agreement with a partner to collaborate in the development and implementation of one or both proposed solutions in a comprehensive health software package.

Expected partners are healthcare software companies having complementary web solutions with skills on interoperability standards, tierce software interfacing, web programming, health data storage (clouds, SaaS, PaaS, IaaS).

In accordance with its business plan and the key markets identified, the company will consider companies from Germany, Belgium, Netherlands, Luxembourg, Spain, Italy, Switzerland, Denmark, Sweden, Norway and Finland.

Partnering Opportunity

Profile status : Published

Technology Request

Lithuanian governmental organization is looking for a solution on how to manage fiscal data securely and reliably

Summary

Lithuanian governmental organization is planning to develop a virtual fiscal e-service. The organization is looking for an innovative solution for the decentralized transmission of fiscal data, ensuring its irreplaceability, traceability and reliability. Potential cooperation types might be licence or technical cooperation agreement.

Creation Date	22 March 2021
Last Update	24 March 2021
Expiration Date	24 May 2021
Reference	TRLT20210317001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/432ecb96-5dbb-4f1b-aecf-ebb8f01c8ef6

Details

Description

Lithuanian governmental organization is the tax administrator in Lithuania. A state institution founded under the Ministry of Finance, which is financed from the state budget and other funds and is accountable to the Minister of Finance.

Lithuanian governmental organization plans to develop a virtual fiscal e-service. It is desired that this service would be implemented through decentralized data transfer nodes (servers), and that the managers of these nodes

would be not only the Inspectorate, but also other economic entities operating in one system.

In the development of this system, a problem is encountered when the connection between the payment instrument (analogous to the cash register) and the data transfer node (server) is lost. The organization seeks to assess the technological ways of managing this problem

In the future, with the introduction of the virtual taxation service, the tax administrator will be able to automatically obtain information on actual economic transactions (fiscal sales data of goods / services) for tax administration purposes.

Possible type of partnerships between selected start-ups or growth companies may be for example licence agreement (buy a license) and technical cooperation agreement (need a technology to be developed).

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform. The innovation challenge is focused on encouraging the creation and use of innovative solutions for the government. The application deadline is April 3rd. If a company/startup/innovator expresses interest in cooperation with this Lithuanian organization before closing date, it will be guided towards this open innovation platform where it can submit a proposal.

Partnering Opportunity

Profile status : Published

Technology Request

Spanish company working in circular economy to produce “green energy” and valorize industrial waste, is seeking carbon dioxide (CO2) reduction technologies.

Summary

A Spanish company working in gasification process to eliminate waste and produce energy with it, is searching CO2 capture / storage technologies (CCS) and/or carbon utilisation technologies (CCU) in order to reduce its carbon footprint. The company is interested in license, commercial agreement with technical assistance or technical cooperation.

Creation Date	18 March 2021
Last Update	24 March 2021
Expiration Date	25 March 2022
Reference	TRES20210318001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/db7a79c3-b32e-4ea1-93f7-7556ecf511a0

Details

Description

A Spanish SME has developed a new gasification process to eliminate waste and produce, at the same time; green energy (electric and /or thermal power), bio-fuels and other profitable products.

The technology is suitable for processing organic wastes with carbonaceous materials (solid urban, industrial and hospital waste, biomass, plastics, tyres, sewage sludge, etc.) regardless of its humidity, composition, calorific value and morphology.

By means of this gasification process the company is able to eliminate up to 96% of the incoming waste. Additionally, it obtains inert ashes. The inert ashes obtained in the process is a by-product that can be used as input in civil construction, improving thus the cycle of waste valorisation.

In order to further minimise the environmental impact, the company has the objective of reducing the current carbon footprint of this technology, so it is actively seeking carbon dioxide reducing technologies that can be incorporated in the pyrolysis process developed. These technologies could include: 1) CO₂ capture/storage technologies (CCS) and/or 2) carbon utilisation technologies (CCU).

The company is highly interested in methods that use electricity, heat or a combination thereof to convert carbon dioxide and water into small molecules with commercial interest, such as; ethanol, methanol, acetone, etc.

The technology sought should preferably be fully developed and already tested in industrial applications, and ready to be transferred through a licence agreement or a commercial agreement with technical assistance.

The company could also be interested in any new and less developed technology, which should be close to the industrial application anyway, at least TRL 4 (technology validated in the lab) or higher. A technology cooperation agreement would be signed to further develop this technology up to TRL 7 (system prototype demonstration in operational environment) if that is the case.

Partnering Opportunity

Profile status : Published

Technology Request

Looking for solution to upgrade biogas into biomethane CH₄ 95% and carbon dioxide CO₂

Summary

A French SME has specialised in micro anaerobic digestion for farmers exploitations and small agrofood plants. The company is urgently seeking a partner with proven and reliable solution to separate bioCH₄ and CO₂ during the production process of biogas in small installations with flow rates from 5 up to 30 Nm³/h. A private company or an academic partner is sought for a commercial agreement with technical assistance, a technical cooperation agreement or a licence agreement.

Creation Date	25 February 2021
Last Update	08 March 2021
Expiration Date	09 March 2022
Reference	TRFR20210224003
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d153b7ac-b8fa-4a37-912e-acb765a1daa3

Details

Description

The French innovative SME develops and sells micro anaerobic digestion modular systems to treat effluents from farmers exploitations (breeding) and small agrofood plants (milky, brewery...).

In order to enhance its service to its customers, the company is actively looking for a technical solution for upgrading the produced biogas mostly into biomethane and carbon dioxide. The bioCH₄ should be purified to around 95% as it is not intended to be fed back into the network and the CO₂ should be valorised.

A commercial agreement with technical assistance or a technical cooperation agreement is sought with any private

or public tech-provider of such a technical solution. A licence Agreement could be discussed with a patent owner.

Partnering Opportunity

Profile status : Published

Technology Request

Looking for partner with expertise in microfluidics for diagnostic device development

Summary

A UK-based SME has developed a highly sensitive point-of-care diagnostic device for myocardial infarctions, heart attacks, based on a magnetic immunodetection platform assay technology. They are looking for expertise in microfluidics for optimisation of the microfluidic test strip component of the device. It is anticipated the partnership will be a research cooperation, a technical cooperation or a services agreement dependant in the individual situation.

Creation Date	10 March 2021
Last Update	12 March 2021
Expiration Date	13 March 2022
Reference	TRUK20210310001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ac3601f3-1420-455b-8a6b-44e9f9b81b2f

Details

Description

Of the patients presenting with symptoms of myocardial infarction (MI, also known as a heart attack) each year only 10% of these are actual MI cases, the remainder are as a result of heart burn or other issues. It is essential that this 10% of cases are quickly identified to enable treatment to rapidly begin to ensure positive outcomes.

A UK-based SME is developing a point-of-care diagnostic device that detects troponin - a biomarker for myocardial infarction - from a small blood sample. The device is handheld and uses a disposable microfluidic test strip magnetic immunodetection platform technology intended to produce fully quantified, gold-standard results in minutes.

The company is looking for expertise in microfluidics, especially the use of such test strips within diagnostic devices. They need this expertise to optimise the microfluidic strip component of the device with the magnetic immunodetection component. This partnership can be with academic institutions or with industry and is envisaged to take the form of a research cooperation, a technical cooperation or a services agreement dependant on the type and circumstances of the partner.

Partnering Opportunity

Profile status : Published

Technology Request

Technical partners are sought to collaborate in adapting and updating a platform aimed to evaluate SMEs sustainability

Summary

An Italian start-up, established to set up services to support companies' sustainable growth, has developed the first complete reference platform to evaluate SMEs social and environmental performances. The assessment provides a comparison with other companies and a guidance on how to improve and solve the existing problems. Technical partners interested in adapting and updating the platform to their own countries are sought to collaborate under technical cooperation agreement.

Creation Date	08 March 2021
Last Update	16 March 2021
Expiration Date	17 March 2022
Reference	TRIT20210308001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bd943269-9fd6-428d-af79-80d827347604

Details

Description

An Italian startup has been established with the aim to develop the first complete reference platform for European SMEs wishing to base their economic growth on social and environmental sustainability. Through the on-line assessment, the ESG (Environmental Social Governance) open-standard created by a crowdsourcing scientific committee provides a concrete tool that supports companies in their sustainable growth step by step, with measuring, improving and monitoring actions.

The measure of the company's sustainability is given by a score, rating from 0 to 100, obtained combining dynamically 10 different dimensions of sustainability: Transparency, Waste management, Energy, Environment, Professional ethics, Mobility, Health and safety, Value chain, Economics, Social responsibility. The tool provides companies the measurement of sustainability performances across over 60 different standards:

The score allows the company to compare its own performances with other companies in the same size/industrial sector, clearly indicating how far it is from the excellence. Aiming to guide the performance improvement, beside the score a personalised report is automatically generated, with detailed suggestions on how to solve the specific problems.

The assessment goes beyond certifications: it's not a static photo of a company, and it's possible to be always in line with the regulatory, economic and scientific context in a very short period of time.

No dedicated consultant is required: once a company gets its score, the open-source algorithm will keep updating its core dynamically, advising the company when something needs to be updated or done (for example if the scientific research or the European directives evolve).

The platform is powered by an algorithm that cross-checks compliance, fraud-detection and generates several not financial performance indicators, supporting companies through getting aligned with multiple standards at the same time.

To promote and facilitate the dissemination of the platform use, the startup is looking for international partners with scientific/technical skills, wishing to collaborate in:

- adapting the rating system to their own country requirements and/or regulations;
- updating the tool according to new technologies / products / systems availability;
- integrating/modifying the platform for specific needs (company size, production sectors, and so on).

The proposed cooperation will be run under technical cooperation agreement.

The main advantages for the partners involved in the cooperation activity are:

- contribute to the open standard and the maintainance of the decentralized, transparent and neutral ESG assessment of SMEs;
- gain visibility from the display of brand or profile;
- find new SMEs, corporate and institutional customers;
- join new projects (even in open-innovation) together with consulting companies, experts and business partners;
- distribute licences of the tool and other ESG products.

Partnering Opportunity

Profile status : Published

Technology Request

Measurement of electrical conductivity of carbon nanowall surfaces

Summary

A Slovenian research institute has developed a new method for the growth of carbon nanowalls useful for supercapacitors, batteries, and high temperature fuel cells. The institute is looking for research organizations or companies with expertise in conductivity measurements of prepared samples and knowledge on the possible characterisation of carbon nanowall material. Technical cooperation or research cooperation agreement is sought.

Creation Date	22 February 2021
Last Update	02 March 2021
Expiration Date	03 March 2022
Reference	TRSI20210222001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d4c2f128-3107-47a2-a592-4098910579b2

Details

Description

A Slovenian research institute has developed a new method for the growth of carbon nanowalls on a substrate using plasma. Carbon nanowalls can be applied to lithium-ion batteries, supercapacitors, high temperature (above 600 °C) fuel cells, as well as photovoltaic devices, light absorbers, electric double-layer capacitors. The main virtue of the innovation is considerably increased deposition rate (almost 1 µm/s) compared to other known methods. The properties of nanowalls have to be evaluated in order to identify industrial relevance. The institute has numerous experiences in plasma systems and surface engineering.

The institute is looking for a research organization or company that would test electric conductivity and other

relevant characteristics for lithium ion batteries, supercapacitors, and high-temperature fuel cells. Cooperation in the frame of technical cooperation or research cooperation agreement is sought.

Partnering Opportunity

Profile status : Published

Technology Request

Italian pharmaceutical company is looking for a partner to develop a new 3D printing system of personalized medicines.

Summary

The Italian company, specialized in pharmaceutical sector, is developing a novel system for 3D printing of customized medicines, based on extrusion technique.

The company is seeking for partners interested in a technical cooperation agreement, with the aim to study and develop the process about loading the machine.

Creation Date	01 March 2021
Last Update	05 March 2021
Expiration Date	06 March 2022
Reference	TRIT20210301001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/40883bde-e244-4d93-8525-7dfe64e4da1c

Details

Description

The company, established in the southern Italy in 2001, works in the pharmaceutical field and is authorized by Italian Drug Agency to import, repack, perform quality controls and release batches of active pharmaceutical ingredients. The enterprise has a GMP certification (good manufacturing practice) and a food additives/supplements division, authorized by the Authorities of Region Puglia to the "Production and packaging of products intended for particular nutritional uses (according to art. 6, paragraph 3 of the Directive EC 852/84 and Legislative Decree 111/92)". In addition to this division, the company has also other three departments dedicated

to raw materials, packaging and technologies/equipments.

Since a long time, they have adopted a sound strategy in supporting hospital as well as territorial pharmacists in formulating galenic preparations providing them with ready-to-use standardized, safe and stable bases to solubilize active pharmaceutical ingredients.

3D printed formulation is a step further along this strategy because, in addition to specific mixtures and APIs (active pharmaceutical ingredients), the company will implement a unique innovative platform for 3D printing of drugs.

Starting from a deep review of the scientific literature, they matched technologies used with the model drug used; the Italian company chose to focus on powder mixtures to be directly extruded and on the use of hydroxypropyl cellulose (HPC), which is one of the most widely used polymers due to its suitable mechanical properties and ease of extrusion.

A systematic study together with a design of experiment (DoE) of data confirmed that the HPC molecular weight affect the shape of the printed dosage forms.

Moreover, the addition to the mixture of small percentages of other excipients may help the printing process.

Currently there are different technologies and different polymers but it lacks a unique and integrated platform composed by hardware/software and APIs/ready-to-use mixtures of excipients.

Among classical methods, for example, there is the fused deposition modeling (FDM) printing; this system needs for the preparation of drug-loaded filaments using hot melt extrusion (HME) techniques.

The use of HME before the 3D printing process increases the likelihood of drug degradation by the thermal effect.

However, the most important disadvantage is the limitation in the use of excipients and drugs to obtain filaments with the appropriate mechanical and physical characteristics for 3D printing.

The Italian company, instead, wants to develop a game-changing project, avoiding the HME step in FDM 3D printing, giving immense value in pharmaceutical drug development for pharmacists.

The innovation is addressed to the development of an innovative integrated platform for pharmacists for the production of 3D printed formulations by a direct pharmaceutical powder – Active Pharmaceutical Ingredient (API) mixed with suitable excipients – extrusion.

The technology involves the extrusion of material through a nozzle of the printer in the form of powder (not filaments) which is directly printed using a single screw extruder; it does not require the preparation of filaments using HME and it could potentially allow the extrusion of mixtures that would not be possible to be printed by conventional FDM due to the inadequate mechanical characteristics of the filaments, such as being too brittle or too flexible.

The company is looking for a partner interested to sign a technical cooperation agreement. The ideal partner is a company or a research centre with expertise in material engineering in order to study the behavior of powders under the rheological, mechanical and physical aspects.

Partnering Opportunity

Profile status : Published

Technology Request

Lithuanian governmental organization is seeking a solution on how to improve the environmental risk assessment of companies

Summary

Lithuanian governmental organization, who is working in the field of environmental protection, is looking for a innovative solution that could assess the level of environmental risk posed by companies. The assessment shall be based on the information that the organization collects. Possible cooperation types might be license or technical cooperation agreement.

Creation Date	22 March 2021
Last Update	24 March 2021
Expiration Date	25 March 2022
Reference	TRLT20210318001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/54d11296-ea0a-4ea0-a79c-4fd773f619bb

Details

Description

Lithuanian governmental organization is working in the environment protection sector. They annually compile and updates a list of controlled economic entities and this list contains about 29 thousand companies. During the year, the organization's officials perform about 5-6 thousand scheduled inspections, therefore a large proportion of companies who pose a risk to the environment remain uninspected.

Currently, the list of controlled entities and their inspection plan is compiled in Excel spreadsheets. On their basis,

an annual inspection plan of companies is drawn up. In this way, efforts are made to select and inspect companies that pose the greatest threat to the environment, but due to the human factor and inefficient work tools, the selection of companies that will be inspected could be improved. This problem affects public authorities, companies and society as a whole, as those who pose a potentially greater threat are not inspected and damage to nature is not prevented.

The Organization is looking for start-ups or SME's who could propose a solution that could assess the level of environmental risk posed by companies.

Possible types of partnerships between selected start-ups or growth companies may be, for example, license agreement (buy a license) or technical cooperation agreement (need a technology to be developed). If the prototype created meets the needs of the Organization and is reasonably priced, the Organization will initiate the open procurement procedures for a solution. They would like the developed solution to be continuously improved, ensuring the proper functioning of the solution. The possibility of extending this tool to environmental tax control and other areas would also be considered.

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform. The innovation challenge is focused on encouraging the creation and use of innovative solutions for the government. The application deadline is April 3rd. If a company/startup/innovator expresses interest in cooperation with this Lithuanian organization before closing date, it will be guided towards this open innovation platform where it can submit a proposal.

Partnering Opportunity

Profile status : Published

Technology Request

Lithuanian governmental organization is seeking a solution on how to detect illegal employment using online sources

Summary

Lithuanian governmental organization, who is working in the field of labor law enforcement, is looking for a innovative solution that would help reduce the cases of illegal work in Lithuania. The assessment of illegal undertakings shall be based on the information that the organization collects and that is available online. Possible cooperation types might be license or technical cooperation agreement.

Creation Date	22 March 2021
Last Update	24 March 2021
Expiration Date	25 March 2022
Reference	TRLT20210319001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/cc632336-2e2f-4bab-ae36-e8fe1f80703a

Details

Description

Lithuanian governmental organization is working in the field of labor law enforcement. Illegal work is one of the most serious violations of labor law. During 2020, the Organization performed 4,161 inspections of illegal work and other unregistered employment activities. The inspectorate identified 1,794 persons who had worked illegally.

When gathering evidence of an entity's irregularities, inspectors often do not have all the information or the information is inaccurate. They do not have the possibility to link individuals, and there is a lack of information

about complaints filed against a particular entity.

Currently, the Organization is using a risk assessment system, which analyzes the data available in the Organization's information system, as well as information received from other institutions. Nevertheless, a lot of information can also be found online, such as complaints, negative feedback or other information related to labor law violations. The analysis of such information would help to identify risky entities, therefore the Organization's goal is to expand the analysis of risky entities using publicly available data.

The Organization is looking for start-ups or SME's who could propose a solution that would help reduce the cases of illegal work in Lithuania.

Possible types of partnerships between selected start-ups or growth companies may be, for example, license agreement (buy a license) or technical cooperation agreement (need a technology to be developed). If the prototype created meets the needs of the Organization and is reasonably priced, the Organization will initiate the open procurement procedures for a solution. They would like the developed solution to be continuously improved, ensuring the proper functioning of the solution.

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform. The innovation challenge is focused on encouraging the creation and use of innovative solutions for the government. The application deadline is April 3rd. If a company/startup/innovator expresses interest in cooperation with this Lithuanian organization before closing date, it will be guided towards this open innovation platform where it can submit a proposal.

Partnering Opportunity

Profile status : Published

Technology Request

Lithuanian governmental organization is seeking a solution on how to automate the detection of illegal gambling operators online

Summary

Lithuanian governmental organization, who is working in the field of gambling law enforcement, is looking for a innovative technological solution for the control of illegal gambling operators. The assessment of illegal undertakings shall be based on the information that is available online and that the organization collects. Possible cooperation types might be license or technical cooperation agreement.

Creation Date	22 March 2021
Last Update	24 March 2021
Expiration Date	25 March 2022
Reference	TRLT20210319002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b5ca5752-a4a7-4cd2-94d0-9ee9b79db4b3

Details

Description

Lithuanian governmental organization is working in the gambling law enforcement. In Lithuania, online gambling has been allowed since 2016. The Organization monitors and controls these gambling operators, take measures against the illegal operators.

There are tens of thousands of online gambling sites worldwide, some of them can be used for money laundering, match-fixing, many of them are also available in Lithuania, some of them are even adapted to the Lithuanian

market and are in Lithuanian language.

Monitoring and blocking of illegal online gambling platforms are carried out by professionals physically searching for such sites online, without the use of any automated means. When an employee of the Organization notice an illegally operating website, the measures are taken to ban the illegal operator. However, due to the manual monitoring and collection of evidence on these websites, this process is not as efficient as it could be with automation.

The Organization is looking for start-ups or SME's who could propose a solution for the control of illegal gambling operators.

Possible types of partnerships between selected start-ups or growth companies may be, for example, license agreement (buy a license) or technical cooperation agreement (need a technology to be developed). If the prototype created meets the needs of the Organization and is reasonably priced, the Organization will initiate the open procurement procedures for a solution. They would like the developed solution to be continuously improved, ensuring the proper functioning of the solution.

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform. The innovation challenge is focused on encouraging the creation and use of innovative solutions for the government. The application deadline is April 3rd. If a company/startup/innovator expresses interest in cooperation with this Lithuanian organization before closing date, it will be guided towards this open innovation platform where it can submit a proposal.

Partnering Opportunity

Profile status : Published

Technology Request

UK diagnostics company is looking for a contract manufacturer for in-vitro diagnostic testing kits

Summary

The UK diagnostic service company seeks manufacturers to produce a new microfluidic in-vitro diagnostic (IVD) test kit. They seek a partner to manufacture either through licensing, manufacturing or commercial agreements with technical assistance agreements depending upon the terms of engagement

Creation Date	03 March 2021
Last Update	09 March 2021
Expiration Date	10 March 2022
Reference	TRUK20210303001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0edf8d37-123b-4d3a-8758-847beffc5b27

Details

Description

The company that was established in 2019 has a highly qualified management team whose expertise ranges from product development in medical sector to investment and marketing. Having developed a technology of using nanotechnology as a vector for initiating antigen antibody reactions it initially intended to use this technology in the diagnosis of COVID19 antigens and antibodies in a single cassette. The company is exploring a completely new device design, this design of the cassette involves using microfluidics and can be graphically explained during a meeting. It would like to discuss the feasibility of the proposed design of the device. The company is seeking to work with suitable partners under licensing, manufacturing or commercial agreement

with technical assistance agreements.

Partnering Opportunity

Profile status : Published

Technology Request

Seeking AI and cyber-security researchers and business end-users to test/validate a new runtime authorisation tool for fine-tuning access control

Summary

A UK company has developed a software tool that provides flexible authorisation using machine learning (ML) powered suggestions. The technology addresses identity & access management issues using artificial intelligence-driven runtime/dynamic authorization to quicken the granting/denial of access to sensitive information. They are seeking academics or companies working on AI/ML applications to define the specifications and/or end users to test the prototype via technical cooperation agreements.

Creation Date 08 March 2021

Last Update 09 March 2021

Expiration Date 10 March 2022

Reference TRUK20210308001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7071990f-e4b3-4bf2-8d4a-cc93c2e630c0>

Details

Description

Knowing if the right people have the right access to the right things, under the right conditions, is very tricky.

The well-established products in the area of Runtime Authorization to support modelling policies follow a model and language that are very complex and difficult to use, resulting in policies that are chaotic and complex, thus hard to write, manage and analyse.

A UK company has developed a solution - a novel Runtime Authorization (sometimes called Dynamic Authorization) software tool, that centralises and models fine-grained access control (aka authorisation) policies, defining “who” has access to “what” sensitive resources in an organisation and under “which” conditions that access applies, taking into account time, location, and other session/context-relevant runtime information. (The tool sits in a niche area of the Identity & Access Management domain, itself a branch of cybersecurity.)

The UK company's product uses a new access control model that is category-based to simplify the administration and analysis of access policies from the ground-up. It also uses ML-powered suggestions to automatically generate and suggest improvements to access policies, thus efficiently optimising organisational security.

The product provides the simplest and most efficient method for writing and managing fine-grained access policies, which tend to be complex and chaotic. Specifying and understanding that the right people have access to the right things under the right conditions is simplified beyond all existing products.

They are seeking both researchers and end-users to help define the technical requirements and test the prototype respectively, via technical cooperation agreements. The researchers may be in industry or academia and be working with AI (artificial intelligence)/ML techniques or applications, and the end-user companies could be in a range of sectors but should have fine-grained access policies needing a runtime authorization tool.

Partnering Opportunity

Profile status : Published

Technology Request

Internationally operating company in high-quality plastic films and products, is looking for a solution to provide window assemblers with the opportunity to manufacture small quantities of colored polyvinyl chloride film.

Summary

Internationally operating Dutch company known for its innovative solutions in plastic films is looking for a digital system solution to allow window assemblers to print locally on-demand small quantities of polyvinyl chloride (PVC) film. Cooperation is envisaged within the frame of a technical cooperation agreement or commercial agreement with technical assistance. Other types of agreement may be considered. This request refers to an innovation challenge published on an open innovation platform.

Creation Date	18 March 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	TRNL20210310001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/462635cd-3a51-4ac1-9232-048be3c4778b

Details

Description

The Netherlands based company, originally founded in 1946 in Germany, has developed itself over the years into a leading world player and manufacturer of high-quality plastic multiple purpose PVC films and sheets. The products of the company find applications in different branches, technologies and product ranges within the

medical and pharmaceutical, automotive, home and building, maritime, advertising and packaging and wind energy industries. In this particular case the company focusses on the polyvinyl chloride films, which are used on the exterior of windows and frames by the window assemblers all over the world.

Within the company, sustainability and environmental protection measures have become the norm. The company wants to contribute to reducing the amount of emitted carbon dioxide (CO₂). All as part of their day-to-day work the company has a company-wide Energy Management System to decrease their environmental impact and footprint. Besides legal requirements, the company supplements to voluntary further-reaching efforts and whenever possible the company reduces raw material use, energy consumption and investigates new products and processes.

This consciousness leads to this challenge, where besides extremely long delivery times, the customer group of window assemblers has to purchase larger quantities of customer specific PVC films (like deviating patterns, profiles or colors) than needed, forced by minimum production run requirements. This results in waste of energy, waste of (raw) material, unnecessarily high transportation cost, useless stocks and unsatisfied customers, which is not in line with the company's internal philosophy and sustainable energy program. The company wants to raise sustainability to a higher level.

Therefore the company is looking for a new innovative solution to supply PVC films, which can be produced locally at the premises of their clients globally supported with an online system.

The solutions for the exteriors of windows and frames could be found in digital full color printing technologies of the base films.

Having knowledge of outdoor durability & pigment lightfastness is an advantage. The market standard for outdoor durability is minimal 15 years. The core technology is based on PVC film and the new technology must be preferably compatible with PVC. The company envisions an integrated system containing a digital printing solution, an online color recipe database & (cloud) software, including state-of-the-art data protection and license management.

The best proposition and solution for this challenge gets an assignment to realize a prototype or pilot in the company's network. There will be support and test facility in a customer-facing environment.

Based on the results a follow-up order, further joint developments and/or scale-up of the integrated system could be possible.

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

Cooperation could be in the frame of co-creation or as a partner in applying new or ready-made solutions, matching with a technical cooperation agreement, or a commercial agreement with technical assistance or any other form that fits the purpose of this challenge.

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform from March 29th till May 3th 2021. If an organisation does express interest in cooperation with this firm before closing date, it will be guided towards this open innovation platform on which one can get in touch with the company experts. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the company will select the SMEs that will be invited for further contact to discuss cooperation possibilities aimed at the development.

Partnering Opportunity

Profile status : Published

Technology Request

Upgrade of paintball game management system

Summary

A company from Latvia engaged in paintball game business and supply of equipment to paintball game managers/operators is seeking for technical cooperation agreement to upgrade current paintball game management system technology adding extended functionalities. After redesign of system, the partner should be able to manufacture in small series the upgraded paintball game management equipment, via manufacturing agreement.

Creation Date	03 February 2021
Last Update	12 March 2021
Expiration Date	13 March 2022
Reference	TRLV20200831001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ca5198b2-ee98-4cff-80e3-88d546e84079

Details

Description

Paintball is a competitive team shooting sport in which players eliminate opponents from play by hitting them with spherical dye-filled gelatin capsules ("paintballs") that break upon impact. A game field is scattered with natural or artificial terrain, which players use for tactical cover.

The paintball game may be managed by operator/ instructor using specific equipment, called management system. The SME from Latvia has developed and manufactures paintball game management system. This technology contains base unit and two remote controls which helps game instructors to manage the game process – to fixing the beginning and end of the game, automatic video recording, training mode, and the game time monitoring - automatic

result counter and configuration of team names, result, sounds.

The advantage of use of the current automatic paintball game management system technology is that it increases profitability and reduces costs allowing to manage more games in the same time period. For instructors this technology allows to spend less time in the field giving more time to talk to clients, so less instructors are needed. Using this technology, it is easier to guide groups, there is no need to follow the players. This technology provides with automatic start when teams are ready, stop signal when mission has been completed. Players/teams control the game by themselves. It is easy to guide two or more groups at the same time. The technology provides higher training quality and effectiveness - fair start for both teams, no need for yelling.

The problems with the current system are due to limited possibility to upgrade existing system (hardware and software) with new required features. There is no possibility to identify players. Technical problem is due to power system which comes only from built-in rechargeable batteries.

Development of new, more advanced product is required to be more competitive in this industry. To create this innovative product, the Latvian SME is seeking for company capable to design and manufacture in small series necessary electronic modules (printed circuit boards) with embedded software and develop corresponding control application for smartphones/tablets. After development of the technology, the partner should be able to manufacture in small series the upgraded paintball game management equipment. The company seeks for technical cooperation agreement

Partnering Opportunity

Profile status : Published

Technology Request

Lithuanian governmental organization is seeking a solution on how to archive data from state information systems?

Summary

Lithuanian governmental organization, which participates in the shaping of national policy in the field of management and use of documents and archives, is looking for a way to gather the data of registers and state information systems to the state archives for the purposes of historical and other research, so that this information is preserved and accessible to future generations. Possible cooperation types might be license or technical cooperation agreement.

Creation Date	23 March 2021
Last Update	24 March 2021
Expiration Date	25 March 2022
Reference	TRLT20210323001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/432e547a-8998-43ac-9c57-f97f0b205bc0

Details

Description

Lithuanian governmental organization is a government agency, which participates in the shaping of national policy in the field of management and use of documents and archives.

The challenge is to find a solution for the effective transfer of the data from registers and state information systems to the state archives for the purposes of historical and other research so that this information is preserved and accessible to future generations.

Public sector bodies are managing more and more historically valuable documentary information not in the form of paper or electronic documents, but in the form of information system records. As institutions change their business processes in this way, some of the historically valuable information is not transferred to archives for preservation, as archives to date do not have the means to intercept, store and disseminate information stored in this way. In the absence of the solution on how to take over the data from these information systems for permanent storage, state archives do not preserve part of the documentary heritage – valuable data stored in information systems and registers of state and municipal institutions. Therefore, state archives, institutions storing the data, the public, and potential historical and other researchers suffer.

This solution would be important both for the state archives (the state archives would supplement the documents stored with significant system data) and for the society (based on these data a new service for users would be created and the quality of services provided by the state archives would improve). The institutions storing the data would also benefit from this solution – they would not have to store excess data, as the data to be permanently stored would be preserved by the state archives.

After the implementation of the solution, selected records from the state and municipal institutions' information systems and registers for the purposes of historical and other research would be transferred to the state archives in accordance with the requirements set by the Chief Archivist of Lithuania and with defined data selection criteria. The state archives would not take over all the records from the state and municipal institutions' registers and state information systems, but only a small part of the pre-selected records (analogy with the selection of documents (paper, electronic) of historical significance). The scope and the frequency of the records from intercepted registers and state information system would be determined separately for each state information system registry, as this would depend on the nature, scope, frequency of updating and updating method of the accumulated records. Hereby, it will be possible to make valuable content of digital origin (digital copies of documents, electronic documents and records of registers, state information systems) available by means of the information system used by one state archival system institution.

The Organization is looking for start-ups or SME's who could propose a solution for the control of illegal gambling operators.

Possible types of partnerships between selected start-ups or growth companies may be, for example, license agreement (buy a license) or technical cooperation agreement (need a technology to be developed)

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform. The innovation challenge is focused on encouraging the creation and use of innovative solutions for the government. The application deadline is April 3rd. If a company/startup/innovator expresses interest in cooperation with this Lithuanian organization before closing date, it will be guided towards this open innovation platform where it can submit a proposal.

Partnering Opportunity

Profile status : Published

Technology Request

A UK cookware company is seeking partners to produce an existing product range and for technical assistance with R&D for development of their Polytetrafluoroethylene (PTFE) and Perfluorooctanoic acid (PFOA) coatings via a manufacturing/technical agreement.

Summary

An established UK based cookware brand who are seeking a partner company who are able to manufacture the current product range and going forward help with research and development of existing and new products (from 2021 onwards), starting with a focus of development of their Polytetrafluoroethylene (PTFE) and Perfluorooctanoic acid (PFOA) coatings via a manufacturing or technical cooperation technical agreement.

Creation Date	15 March 2021
Last Update	25 March 2021
Expiration Date	26 March 2022
Reference	TRUK20210217001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/32d8bb20-0d1a-4e7d-ae06-4fc848a2da43

Details

Description

Ref: TRUK20210217001

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

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

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

This development cycle is ongoing and they seek partners to outsource the production of their current product range and work with them to develop the range further over the next 18 months. Future development plans include increasing the sustainability of their products which are currently above the level with regards to Polytetrafluoroethylene (PTFE) and Perfluorooctanoic acid (PFOA) free non-stick coatings.

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

Partnering Opportunity

Profile status : Published

Technology Request

Sustainable antifouling technology for in ship seawater systems sought by Dutch Navy

Summary

The Dutch Navy uses seawater aboard in cooling and fire fighting systems. The organisms in seawater cause fouling inside these systems. To remove the fouling frequent maintenance is necessary. That's why the Navy is looking for innovative technologies to reduce the fouling. They aim to set up an experiment within the framework of a commercial agreement with technical assistance or a technical cooperation agreement. This profile refers to an open innovation platform.

Creation Date	12 March 2021
Last Update	19 March 2021
Expiration Date	20 March 2022
Reference	TRNL20210302001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/86667c49-db88-4bf0-8613-aab5c4c47523

Details

Description

Ships of the Dutch Navy use seawater aboard in their cooling and fire fighting systems. The biological organisms in seawater such as barnacles, mussels and also soft marine organisms cause fouling inside these systems especially when the ship is in the port or operating in shallow water. The performance of the seawater systems can be severely restricted because of that. Frequent removal and maintenance is necessary to ensure proper functioning. To save costs and reduce the environmental impact the Navy is looking for innovative technologies to reduce fouling inside the seawater systems. Important preconditions are that the solution does not endanger the maritime environment and does not have a negative impact on the safety of navy personnel. It is also important that the

capacity of the seawater system stays unchanged. Additionally the Navy is interested in fouling monitoring systems, since they could also play a role in the solution needed.

Although the Navy has been working on this topic for quite some years with collaborating partners, also utilizing their own testing facilities, this has not led to a breakthrough. Note that tests with ultrasonic anti-fouling systems have already been conducted. Therefore the Navy is looking for partners with truly innovative solutions to test their efficacy. For a first experiment the Navy wants to examine the effects of the solution on a small scale, possibly on a Navy ship. After that cooperation is foreseen within the framework of a commercial agreement with technical assistance or a technical cooperation agreement.

IMPORTANT: This technology request refers to an innovation challenge published on an open internet platform. If an organisation expresses interest before the closing date, it will be guided to 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 April 30th, 2021. 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 that, the firm will select the organisations that will be invited to discuss cooperation possibilities. Once the challenge is closed, expressions of interest will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Portuguese company seeks manufacturing partners to produce and/or market an innovative portable food box via licensing / manufacturing agreements

Summary

This Portuguese based company has developed an innovative portable box to get meals anywhere. Their packaging designs are functional, useful and eco-friendly. They are seeking a long-term strategic partner to prototype and produce new shapes and new materials. The company seeks manufacturing partners and licensing/manufacturing agreements in Europe, however they would not rule out interest from other countries.

Creation Date	19 March 2021
Last Update	25 March 2021
Expiration Date	26 March 2022
Reference	TRPT20210319001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c2c66351-794e-4b4e-934c-41f6ea4a00d6

Details

Description

Aware of the critical role packaging plays in the process of conveying the value of food products to consumers, this Portuguese-based company has developed a line of portable food boxes with a revolutionary design that builds the bridge between sustainability and cost effectiveness, allowing users to eat without compromising their freedom. Consumers are eating differently, demanding more products that are natural, green, organic and/or free from sugar, gluten, pesticides, and other additives and packaging is also a key part in consumer buying behavior. This

solution for fast-moving consumer goods (FMCG), was designed to simplify the box production, minimize waste and increase economies of scale, by reducing environment impact and production cost.

As consumers continue to gauge which products to consume, food packaging design, packaging safety, and sustainable packaging play a central role in their decision-making process. In this new context, the Portuguese company designed this portable food box to help people who, by choice or need, do not have a table-type place to support them, and therefore cannot hold their food, drink or smartphone in just one hand.

This innovative 2-in-1 packaging includes a lid that can be converted into a handle to facilitate the handling and transport of the packaging. The solution is fully recyclable and sustainable, as it reduces materials and water consumption.

The Portuguese company is looking to put together a new range of shapes and materials for their product, as they are committed to help the fast-moving consumer goods industry move towards the use of non-plastic, recyclable packaging and minimum waste. Together with the potential partner, the Portuguese company will be looking at producing more and more eco-friendly solutions, with differentiated materials and dimensions and shapes that are ergonomically friendly and suitable for multiple hand sizes.

The company would like to see its chosen partners manufacture the design under license and bring their solution and future products to their home markets.

The company's intention is to offer a licensing/manufacturing agreement and market in Europe.

Partnering Opportunity

Profile status : Published

Technology Request

A French solar energy producer is looking for a partner with strong expertise in steel construction for a technical cooperation agreement

Summary

The company is a SME located in Southern France which designs, develops and operates solar farms.

For its power plants, the company is buying steel frame to carry the solar panels.

The SME is therefore looking for a partner specialised in steel construction able to manufacture and install steel frame adapted to solar panels. This SME would collaborate for the construction of their farm under a technical cooperation agreement. Providers from all EU countries are considered.

Creation Date	16 March 2021
Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	TRFR20210224001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2f54b3a7-95e2-4965-b710-db66afc7e024

Details

Description

The French company, founded in 2008, designs, develops and operates solar power plants. As of today, they have built more than 950 plants for an installed capacity of 560 megawatts.

They can offer different solutions:

Ref: TRFR20210224001

- Roof enhancement,
- Car park shade structures,
- Agricultural shed,
- Solar farm,
- Agrivoltaics

Their know-how starts from the design and engineering development to the construction and the operation and maintenance of the plants. The SME needs a partner with strong expertise in steel construction to collaborate for the construction of the plants under a technical cooperation agreement.

The company is currently looking for steel frame producers in order to conclude technical agreements. For many years, the company has been working with 3 providers located in France. The market being very concentrated the SME is interested in extending its providers' pool. In this context, the company is very open to international partnership.

The sought partner should be experienced in photovoltaic panel constructions.

The idea is to find a reliable and long term partner since the company is expanding very fast.

Partnering Opportunity

Profile status : Published

Technology Request

Engineering, drone and hydrogen expertises sought for a demonstrator of Green, Reliable and Modular Motorization for Light Aircrafts

Summary

A Belgian multinational enterprise has developed a fault-tolerant drive for electric brushless DC motors that can be used in various applications. They are currently looking for engineering companies or academics to help develop a green, reliable and modular motorization for light aircrafts or drones and hybrid-electric propulsion systems via research or technical agreements. Their intention is to build a demonstrator and achieve a successful TRL6.

Creation Date	11 March 2021
Last Update	16 March 2021
Expiration Date	17 March 2022
Reference	TRBE20210308001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b2631b4c-ffa3-4784-a200-bb863ac7cccf

Details

Description

The European Green Deal favoured efforts to decarbonize aircrafts, creating a unique framework to develop innovative propulsion solutions.

Currently, drones and electric propulsion pods are both limited in terms of flight duration and range due to the limited autonomy of batteries. Customers require urgent & secured delivery of packages on long distances by transport drones, not affected by traffic jams. Other customers look at detecting defects on electrical lines or wind

turbine blades by BVLOS (Beyond Visual Line of Sight) inspection drones flying a whole day without the need for recharging. Populations around airports are sensitive to the acoustic noise of aircrafts and ask for peace. New applications require directional fans of airships and hybrid-electric propulsion of large drones.

The Belgian company is a multinational company active in the aerospace field. The company is addressing these antagonist requests : larger flight autonomy with decarbonized and silent propulsion. The intention is to design and develop a hybrid-electric powertrain, complying with these requirements and supplied with green power fuel cells and to fit it in an existing propulsion platform for flight testing.

To accomplish that, the company is in need of different companies or academic profiles to conclude research or technical cooperation agreements in the fields of engineering for light aircrafts or drones and green propulsion. The objective is to develop a modular, reliable and green aircraft at a TRL 6 in a time horizon of 5 years.

Reliable operation will be ensured through a fault-tolerant architecture of the electric motor drive, associated with mechanical redundancy and partial discharges controls. Safety and regulation analysis will be part of the process. Modular: The purpose is to build a modular architecture that can be scaled-up to various sizes of propulsion systems and UAV (Unmanned Aerial Vehicles) platforms. There will be a possibility to upscale (or downscale) solutions successfully tested.

Green: Biofuel-based fuel cells associated with high performance batteries will constitute the primary source of energy. Several biofuels will be traded-off in their liquid or vapour phases : Hydrogen (H₂), Methane (CH₄) and Ammoniac (NH₃).

Aircraft. The final product addresses light aviation motorization delivering powers of 20 to 100 kW at a successful TRL 6.

The technology developments will be enriched with economic and business assessments during the development of the product. A five years horizon will be considered for the business case. An estimation of the total cost of ownership and a business plan for deploying the technology in various aeronautic applications, within five years, will be produced.

Partnering Opportunity

Profile status : Published

Technology Request

Sustainable, recyclable material for covering parts of electric one seat scooter sought

Summary

A Swiss spin-off has developed an electric one seat scooter specifically designed for a mobility sharing system: three-wheel, with a roof, made of sustainable material. In its function, comfort and investment costs it is positioned between the car and the (e-)bike. The company is looking for a partner able to produce a sustainable, 100% recyclable material for the covering elements (roof, cockpit, etc) of the scooter under a manufacturing agreement.

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Last Update	22 March 2021
Expiration Date	23 March 2022
Reference	TRCH20210322001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/99b38941-b4ef-4318-b95c-ac74fb326295

Details

Description

A Swiss spin-off from a University of Applied Sciences has developed an electric vehicle specifically designed for urban, short distance mobility. The vehicle helps to reduce the inner-city CO₂-emissions caused by traffic. It is extremely easy and fun, as well as safe to drive in all weather conditions and also on slippery floors. The vehicle has a maximum speed of 45 km/h. It has the smallest footprint (1.2m²) and is the lightest (80 kg) three-wheel vehicle on the market.

Using sustainable materials for all its parts complements the sustainable business vision behind this invention.

The company is looking for a partner who is able to produce an innovative, sustainable material for the covering

parts (front, roof, back, cockpit) of the scooter for a manufacturing agreement.

The material has to be 100% recyclable with a cradle-to-cradle approach (biological or technical circle, https://en.wikipedia.org/wiki/Cradle-to-cradle_design).

The material must have a good weather and UV-resistance and be very light.

Any production technologies (thermoforming, die-casting, laminate, film, ...) are of interest to the company.