

Partnering Opportunity

Profile status : Published

Business Request

A Japanese trading company is looking for carbon capture, usage, and storage (CCUS) solutions in the EU to represent, distribute, or license

Summary

A Japanese trading company is looking to expand their product portfolio with carbon capture, usage, and storage (CCUS) solutions. The Japanese government is aiming to achieve a carbon neutral society by 2050, which is providing opportunities in the Japanese market. The Japanese company is hoping to find EU partners that can provide relevant technologies. They will engage in distribution services, commercial agency and license agreements where relevant.

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| Creation Date | 25 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | BRJP20211022001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1e1aca36-233f-4804-8d8a-ad8d60285356 |

Details

Description

This Japanese trading company with over half a century of experience is looking for partners in the EU that can supply them with carbon capture, usage, and storage (CCUS) solutions. The trading company has been distributing a wide variety of machinery and materials to industrial customers in Japan for more than seven decades. It covers both, domestic and international suppliers. The company has been importing products from Europe, America and Asia to Japan for more than five decades. It is acting as official distributor for several European and American companies.

The trading company counts among its customers all big industrial groups of Japan, as well as utility companies and a range of companies from different fields. It has long standing experience in importing goods from Europe especially, and also acts as official distributor for several European companies. It is confident it can use its sales network to effectively promote the partner's product. One of the recent trends the company focuses on is carbon neutrality. Following directives from Japanese authorities to reduce the countries environmental impact, Japanese industries are pressured to find new solutions to reduce their CO2 emissions.

Among these solutions, carbon capture, usage and storage (CCUS) are a topic that has gained more attraction recently. Thus, the trading company is looking for solutions from that field, which will aid its industrial customers to achieve ambitious CO2 reduction goals. Alternatively, technologies that are part of such CCUS solutions are considered as well. The Japanese company is willing to represent relevant technologies or products by engaging in a commercial agency agreement with potential partners. Should the offered product or technology have sufficient potential the Japanese company will also consider a distribution services agreement to become the distributor of the product in Japan, or a license agreement to license promising technologies.

Partnering Opportunity

Profile status : Published

Business Request

A Korean SME is looking for suppliers of vegetable oils, animal fats, and used cooking oils for biodiesel production

Summary

The South Korea-based company, specializing in the production of biodiesel, is looking for suppliers of vegetable oils, animal fats, and used cooking oils in the EU. The type of partnership considered will be a supplier agreement.

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| Creation Date | 22 October 2021 |
| Last Update | 28 October 2021 |
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| Reference | BRKR20211015001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0e8cebb4-32d7-45d1-970c-c3171dc89316 |

Details

Description

This South Korea-based company was established in 2000 and specializes in the production of biodiesel. First, the company imports the waste oils and produces biodiesel in their facility of 3300 square meters in Korea. Then they sell the finished product to a trade partner in Malaysia. Finally, the Malaysian trader exports biodiesel to the Netherlands and Spain.

The SME is looking for suppliers of vegetable oils, animal fats, and used cooking oils for biodiesel production. They would like to find new partners for profitable long-term cooperation. The desired kind of contract is a supplier

agreement and they wish to purchase the waste oil approximately 10,000 tons per year.

Partnering Opportunity

Profile status : Published

Business Request

Romanian company specialized in trade with agricultural pesticides and fertilizers is looking for suppliers/producers from EU countries

Summary

Romanian company specialized in trade and storage of fertilizers and pesticides for agriculture is willing to find new suppliers/producers, in order to cover the current requests on the specialized Romanian market. The company is looking for companies from the EU, willing to have their products distributed on the Romanian market through a distribution agreement.

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|-----------------|---|
| Creation Date | 21 September 2021 |
| Last Update | 13 October 2021 |
| Expiration Date | 14 October 2022 |
| Reference | BRRO20210921001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fe6f92a9-15ed-46ec-aaa8-70ac7a4ff4be |

Details

Description

Romanian company from South East of Romania, having over 12 years of experience in the import and commercialization of fertilizers and pesticides for agriculture, is willing to extend its cooperation portfolio by finding new suppliers for these specific products.

Romania is mainly an agricultural based economy, being once known as the "Europe's granary". Currently the Romanian company's offer cannot cover the entire request of the local agricultural producers, so it is looking for more suppliers from the EU countries, in order to distribute their products to the local specialized agricultural

companies.

The Romanian pesticides and fertilizers distributor benefits from its own storage facilities (3000 tons storage capacity) , its own packaging line for the bulk products (500 and 1000 kg/sacks) and its own trucks.

Some of the main products the Romanian company is willing to import are:

- Urea, Di-Ammonium Phosphate - DAP (urea, azote and ammonium sulphate based fertilizers), complex fertilizers;
- N-P-K Nitrogen-Phosphorous-Potassium (azote, potassium and phosphorus based fertilizers).

The distribution network of the Romanian company currently covers all the big agricultural producers from the S-E of Romania.

Partnering Opportunity

Profile status : Published

Business Request

Romanian company specialized in sale of agricultural equipment is looking for cooperation partners under a commercial agency agreement or distribution services agreement.

Summary

A Romanian company specialized in the sale of tractors and equipments for agricultural activities is looking for new sources/producers of such specialized equipment, in order to cover the needs of the company. The Romanian seller/distributor is looking to establish long-term partnerships under commercial agency agreement or distribution services agreement.

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|-----------------|---|
| Creation Date | 21 September 2021 |
| Last Update | 07 October 2021 |
| Expiration Date | 08 October 2022 |
| Reference | BRRO20210921002 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/aa122623-5c12-4839-8465-12a19a8c4421 |

Details

Description

Romanian company, established in 2011, in the South East of Romania (one of the most important agricultural areas of the country), with the main business objective to bring the newest and highly effective agricultural equipments to the Romanian market, is looking to expand its current cooperation portfolio with specialized producers, under

commercial agency or distribution services agreement.

The Romanian company currently distributes the following new equipments:

- various types of seeders (Romanian, Italian and German production);
- hydraulic tows with various capacities;
- harvesting headers for corn and oleaginous plants;
- various types of tractors between 80 - 160 horsepower and accessories;
- weeding machines;
- irrigation systems.

The Romanian company currently distributes the following second-hand equipments:

- silos; headers, combines, tractors and accessories; spreaders; irrigation systems and components.

The company also offers technical assistance, maintenance services and spare parts for all the commercialized products.

Partnering Opportunity

Profile status : Published

Business Request

Romanian importer and distributor of fresh fruits seeks to be distributor

Summary

A Romanian company specialized in bulk sale and distribution of fresh and processed fruits such as juices and purees on the Romanian market wishes to explore new opportunities to import from quality fruit producers in Europe, in order to enlarge its product portfolio under a distribution services agreement.

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|-----------------|---|
| Creation Date | 22 September 2021 |
| Last Update | 07 October 2021 |
| Expiration Date | 08 October 2022 |
| Reference | BRRO20210922001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/66de59ff-5ec9-4e02-a9e4-bfbfddbd3ab6 |

Details

Description

The Romanian company was founded in 2012 and has as object of activity importing and selling fruits in a wholesale system.

The Romanian company already is a distributor of some important Italian, Greek and Austrian fruit producers and can deliver apples for 12 months/year, and pears for 10 months/year.

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

- Apple varieties: Golden Delicious, Granny Smith, Morgenduft, Red Waxed Delicious;
- Pear varieties: Abate Fetel, Green Williams and Kaiser;
- BIO products: pears and apples varieties;

- Apple derivatives: BIO apple mush and dehydrated apple chips;

To respond to customer needs and to enrich the offer of distributed products, the Romanian company is willing to import new products, such as:

- Fruit derivatives: dehydrated fruits, natural juices and fruit purees;

- Fresh fruits (the ones in the current offer and exotic fruits: oranges, limes, lemons, grapefruit, and mandarins).

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

Partnering Opportunity

Profile status : Published

Business Request

Romanian company specialized in retail sale of books, gift products and office supplies is looking foreign suppliers

Summary

A Romanian company specialized in retail selling, distribution and import of products including school and office supplies, stationery and educational items, toys, tea gift boxes, is looking for foreign suppliers (producers and distributors) of such type of products. Its offer also includes both luxury brand products and stationery gift sets for special occasions. Targeted type of cooperation is a distribution services agreement.

| | |
|------------------------|---|
| Creation Date | 22 September 2021 |
| Last Update | 07 October 2021 |
| Expiration Date | 08 October 2022 |
| Reference | BRRO20210922002 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2d233d28-175a-4b86-97c1-620bca619341 |

Details

Description

The Romanian company is one of the main distributors of office and school supplies on the South East Romanian market. The company sells products of various well known brands in its own store and web-site. The offered product range includes:

- supplies for hobby/recreational activities: drawing books and utensils, brushes, beads, glue sticks, wax crayons, glass crayons, paints, hobby and crafts products; books, etc.
- office products: writing utensils, office staplers and other metal accessories, office organizers, file holders, glues,

and tapes, paper products, calculators, cleaners for electronics, stationery, correction items.

- gift items: tea gift boxes and tea accessories (mugs, porcelain tea cup sets, etc.), toys, greeting cards, gift bags, books, etc.

- media items: DVD's and CD's.

Products offered by the company are of exceptional quality and with an innovative/originality touch.

The Romanian company is offering distribution through its own store and web-site to foreign producers of high quality and original products.

Partnering Opportunity

Profile status : Published

Business Request

Romanian wholesaler of aromatic plants and seeds for the food and pharmaceutical industry seeks distributors of coriander and mustard seeds

Summary

A Romanian company, active in the field of trading various types of aromatic and phytopharmaceutical plants and seeds is looking for new suppliers of organically grown coriander and mustard seeds.

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|-----------------|---|
| Creation Date | 22 September 2021 |
| Last Update | 07 October 2021 |
| Expiration Date | 08 October 2022 |
| Reference | BRRO20210922003 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/23fbd31a-e9fa-4eb0-b2fc-2516663490d7 |

Details

Description

Romanian company, with over 25 years of activity in the production and distribution of aromatic and medicinal plants for the food and phyto-pharmaceutical industry, is willing to engage in business cooperation with new partners in Europe and abroad.
The Romanian company is currently selling its products (fennel, coriander, mustard seeds) on the external as well as on the internal market, but the large quantities requested exceed its own production capacity.

In this regard, in order to supplement its current production, the Romanian company is looking for new suppliers of raw coriander and mustard seeds, to engage in distribution agreement. The Romanian company is willing to import up to 35 to 50 metric tones of bulk coriander and same quantities of mustard seeds (ecological culture) from European partners. The seeds provided should be appropriate for the food and pharmaceutical industry, and the prices should be advantageously reflecting the quality of the products.

Partnering Opportunity

Profile status : Published

Business Request

Romanian company offers to operate as distributor or commercial agent for new e-bikes, bicycles and accessories on the Romanian market.

Summary

An experienced Romanian distributor of bikes and accessories, including well known foreign brands of bikes wishes to develop and expand the number and diversity of products in its range, as well as the number of its customers and the covered areas.

They are offering to operate as distributors or commercial agents for new products provided by EU companies on the Romanian market.

Creation Date 07 October 2021

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Expiration Date 22 October 2022

Reference BRRO20211007001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a1407a3c-b3f0-4ed6-b32e-c1bc0f55e703>

Details

Description

The Romanian company was established in 2019 and since then has successfully worked in the bicycle trade sector, growing constantly. The company gained more partners and customers, nowadays being a known distributor on the regional market.

The start-up company is an exclusive importer in Romania for two brands of bicycles from the EU. The company also owns a store that sells a complete range of E-Bikes, racing bikes (road), mountain bikes, trekking, urban

style, children's bikes, as well as accessories, designed for both professionals and amateurs.

- Types of electrical bikes that are selling in :
 - Full Carbon, for ride on rocks, roots, speed, high altitude with flow and battery saving to get to the end of the trail.
 - Full Alu, for ride to the top and quickly attack the most technical descents at maximum speed. The bikes are built for E-Enduro competitions but thanks to the sturdy suspensions, they are agile and fun even on trails near home.
 - Trekking- with a gravel ebike is possible to choose the routes without planning them, tackle both off-road trails and long stretches of asphalt. Ideal for adventurous trips and perfectly performing even in the city, the gravel is agile, reliable and comfortable.
 - Hardtail for dirt paths, agility climbs, demanding descents. The hardtail and full suspended bikes are perfect for all types of trails. Performance and lightness to push the limits.
- Types of bikes for road, gravel and trekking for competitions or for relaxing outings:
 - Full Suspended, for speed, lightness and reactivity. The bikes ensure maximum power transmission, providing stability and driving precision. Woods and high peaks are the ideal places to ride, safety, comfort and reliability are distinctive features of this segment.
 - Hardtail, for ride around the city by bike
 - Trekking, for riding is the ideal way to appreciate the landscapes and to be in contact with the nature.
 - Road and Gravel

The company is already active on the market and is involved in transnational co-operations, acts as an agent and distributor for important names in the bike industry. Thanks to a deep knowledge of the sector, the main evolutionary trends expressed by the market, are in particular to the research, design and innovation of bicycle components and the distribution of accessories by cycle: tires, wheels and forks, pumps, traction group, pedals, derailleur and shift lever, handlebars, bells, cables and hoses, saddles, etc. mudguards and chain cover, bags – caring, lights, safety, helmets, shoes and glasses, clothing - wellness.

The desired outcome of an international partnership is to be able to introduce new products- bike brands in Romania, as well as to promote them to the potential customers.

The company wishes to expand with the range of represented products on the Romanian market, since it has gained a lot of experience, knowledge, contacts and customers, and also in order to respond to the needs and market trends and of its current customers.

The company is looking for a long-term partnership with companies who want to distribute their bikes and accessories in Romanian market by a distribution/ commercial agreements.

The company with its store is located in the heart of Romania, in a mountain tourist resort, a very suitable location for cycling.

Partnering Opportunity

Profile status : Published

Business Request

The Ukrainian company is looking for the partners who will act as investor in building pipes' manufacturing equipment plant under the joint venture agreement.

Summary

The Ukrainian company has developed a unique technology for manufacturing of the pipes of various diameters.

The company is looking for the partners who will help in establishing of the plant for the pipe producing equipment manufacturing under the joint venture agreement.

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| Creation Date | 24 September 2021 |
| Last Update | 20 October 2021 |
| Expiration Date | 21 October 2022 |
| Reference | BRUA20210924001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/89e7ed15-5f09-4689-9e6a-8ba5f83740f3 |

Details

Description

This is an engineering Ukrainian company that develops and manufactures high-quality equipment for the production of polymer pipes and polymer structures of various types. The main advantages of the equipment are high economic efficiency and quality of equipment at an affordable price. Currently, this company manufactures the equipment for the production of profiled polymer pipes.

The pipe technology is very compact, as it is designed to make pipes under any conditions, at the place of installation.

This technology allows you to create seamless plastic profiled pipes of any length directly at the place of installation. Company wish to manufacture:

- Stationary lines for the manufacture of profiled pipes and large diameter structures (300-6000 mm).
 - Unique mobile shop on the basis of a truck trailer for the production of new pipelines directly at the site of their laying (300-1600 mm).
 - Unique mobile welding complex, which is submerged in the well and makes the renovation of existing emergency sewers by producing on site a profiled pipe according to the scheme ``from the well to the well`` (300-1600 mm).
- The company is interested in a partner who will help in the establishing of the plant for manufacturing of diverse equipment for the production of plastic profiled pipes under the joint venture agreement.

Partnering Opportunity

Profile status : Published

Business Request

A French distribution company seeks manufacturers of medical devices and equipment for commercial agency/distribution agreements for France and MEA markets.

Summary

A French company specialized in the promotion and distribution of medical technologies seeks to expand its portfolio in different medical categories.

The company would like to establish distribution agreements with European and US manufacturers interested to expand their activities in France and in the Middle East & Africa (MEA) region. A commercial agency agreement can also be considered.

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|-----------------|---|
| Creation Date | 20 September 2021 |
| Last Update | 08 October 2021 |
| Expiration Date | 09 October 2022 |
| Reference | BRFR20210920001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/60d42d0f-3cd2-4c8c-ae46-0a1a25d81568 |

Details

Description

The French well-established company has the know-how, commercial capabilities as well as a solid knowledge of regulations and business practices to generate value and substantial sales growth. They already represent leading EU and US medical manufacturers in France and MEA.

The French company has an established sales structure to promote and regionally distribute the partner's products in France and MEA markets. They are fully dedicated to develop and manage direct as well as indirect sales channels for the suppliers. They operate and conduct business fully complying with international standards and business ethics.

In addition to the broad functional coverage, they work closely with the following medtech sectors: diagnostics, wound care, skin diseases, hospital furniture, consumables, educational equipment, dental, urology, surgical, robotics, orthopedics, radiology/imaging, gynecology...

Depending on the needs, a commercial agency agreement or a distribution agreement may be considered. Indeed the agreement will be chosen according to the commercial development of the partner and its strategy in these markets. As international regulations must be respected, the classification of the medical product will also be taken into account.

Partnering Opportunity

Profile status : Published

Business Request

An eco-responsible leather goods SME is looking for suppliers of vegetable leather, cork or cellulose in rolls

Summary

A French woman entrepreneur had a solid experience in a large luxury house as a leather goods maker. In 2019, she started her own activity on the basis of eco-responsibility, as designer and producer of leather goods and jewelry for men and women. In order to diversify her creations, she is currently looking for new suppliers of vegetable leather, cork or cellulose in rolls in several colours. Supplier agreements are sought with long-term partners offering products of quality and eco-friendly.

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|-----------------|---|
| Creation Date | 29 September 2021 |
| Last Update | 07 October 2021 |
| Expiration Date | 08 October 2022 |
| Reference | BRFR20210916001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6b8ac98c-81b4-4be2-8313-fa3233aa9bb1 |

Details

Description

French designer in committed leather goods and respectful of the environment, her clients have a sensitivity for aesthetic and practical aspects, as well as an eco-responsible approach in their consumption of goods. They are looking for original and quality articles and they are sometimes in demand of tailor-made. They appreciate the approach and are interested in innovative, sustainable materials, in a framework that also relates to the Social and Solidarity Economy.

The collections are intended for men and women, the pieces are unique or in small series. As part of the

manufacturing process, the designer pays the greatest attention to the choice of materials, assembly, stitching and finishes of each element. Finally, it uses the slightest drop to find solutions and present a variety of items from bag to accessory for sustainable production. A decorative range also completes the collection. All items are produced in his workshop in France.

The French company is looking for alternatives to animal leather, which must also be resistant and eco-responsible without petroleum products (no polyester) and be biodegradable:

-Vegetable fiber

-Cork

-Cellulose

Materials must be in rolls in small quantities and in several colours

The French SME is seeking partners providing such eco-friendly products under supplier agreements.

Partnering Opportunity

Profile status : Published

Business Request

French company seeks a supplier of high-resolution turbidimeters under distribution agreement, for online turbidity measurement in private swimming pools water

Summary

A French SME seeks a supplier of high-resolution turbidimeters to measure turbidity online in a hydraulic circuit of family swimming pools in private homes. The SME looks for turbidimeter probes capable of measuring small turbidity variations (0.1 Nephelometric Turbidity Unit), with measuring range between 0-5 NTU in water at temperature from 1°C C to 40°C. Their probes should not need a great precision in measures. A distribution agreement is sought with a long-term partner of such equipment.

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Reference BRFR20210913001

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Details

Description

The French company is finalising an innovative project with the aim of reducing energy consumption for everyday running of cleaning circuit system for swimming pools in private houses. Indeed, to keep the water transparent, the current filtering systems are energy consuming, by working many hours per day, perhaps longer than useful.

In order to optimise the operating time of the filtration pump to save energy, the SME needs to start/stop the

swimming pool filters electrical mechanism when necessary, that is to say when a change of turbidity is detected. And so, the SME is looking for turbidimeters with high-resolution probes which can measure online small turbidity variations of water (0.1 NTU). The SME is not looking for turbidimeters with high-precision probes of measurement, but they must measure with a high-resolution the changes of turbidity in pool water circuit. Ideally the turbidimeters should be equipped with sampling chambers.

The main expected characteristics for the turbidimeters should be:

- Online turbidity measurement
- Measuring range: 0 - 5 NTU
- Resolution: 0.1 NTU
- Output signal: 4-20 mA
- Ambiant temperature: from -5°C up to 50°C
- Temperature of the sampled swimming pool water: 1°C to 40°C
- Maximum pressure of the sampled swimming pool water: 2 bars
- Environment potentially corrosive (possible presence of liquid chlorine and acid cans in the room where the turbidimeter will be installed)
- Sampled fluid: swimming pool water with pH between 6.5 and 8.0 routinely (between 5 and 8,5 occasionally) and Chlorine or bromine level between 1ppm and 3ppm in normal operation and which can rise up to 12ppm during shock chlorinations or brominations (over a period of 24 to 48 hours maximum)
- Resistance to hydrogen peroxide up to 40 ppm

Hydraulic connection of turbidimeter:

- the flow in the main pipe of the swimming pool hydraulic circuit varies between 5m³/h and 50m³/h. This main pipe is made of rigid PVC and can have an external diameter between 50mm and 110mm.
- the online turbidimeter must be installed as a bypass of the hydraulic circuit of the swimming pool, into a smaller pipe.
- the insertion of turbidimeter in the circuit should be as simple as possible.
- the sample socket will be set up between the filtration pump and the filter. A sampling chamber may be required for turbidimeter ; in this case, the sample will return to the swimming pool's hydraulic circuit, downstream of the filter.

The French company is looking for partner capable of supplying such turbidimeters that allows online measurement of water turbidity on a hydraulic circuit of a family swimming pool. A long-term partnership is sought with a supplier of turbidimeters under a distribution agreement.

Partnering Opportunity

Profile status : Published

Business Request

Spanish petrochemical company is looking for providers of innovative products within the automotive sector in order to reach distribution agreements

Summary

A Spanish petrochemical company with a wide distribution network within the automotive sector, including agricultural and industrial vehicle, is looking for innovative products in order to complete its catalogue. The company distribution network is formed by wholesalers, spare parts shops, gas stations, car dealers, retailers, etc. so any innovative product suitable for these channels will be evaluated. The company is looking for distribution agreements

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|-----------------|---|
| Creation Date | 27 September 2021 |
| Last Update | 11 October 2021 |
| Expiration Date | 12 October 2022 |
| Reference | BRES20210927001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/91a6867e-2d20-4a06-b258-6450d02961ff |

Details

Description

The Spanish petrochemical company has been committed for the last 40 years to the manufacturing and development of lubricants for motors (passenger car oils, diesel engine oils, two cycle oils, transmission fluids, automatic transmission fluids, gear oils, hydraulic oils, etc.), greases, antifreeze, etc. and pharmaceutical white oils and vaseline.

The company controls the manufacturing and distribution of their products in Spain and Portugal using the

following channels:

- Wholesalers
- Automobile spare parts warehouse
- Gas stations
- Car dealerships
- General merchandise retailer/superstores

Therefore, the company reaches end users of oils such as: car shops, garages, fleets, renting & leasing firms, insurance, car companies, construction (heavy use, derricks, cranes), industry, agriculture, marine, government & local administration fleets, individuals, etc.

The Spanish company is looking for improving its catalogue by incorporating any innovative products that provide real added value to its distribution channel.

The company is willing to reach distribution agreements with international providers of this kind of products.

Partnering Opportunity

Profile status : Published

Business Request

Dutch trading company has developed a portfolio of sustainable wooden toys for children between 1 – 6 and is looking for European manufactures.

Summary

A Dutch SME developed a product portfolio of sustainable wooden toys for children between 1 - 6 year. The company is looking for a Conformité Européenne (CE) and Forest Stewardship Council (FSC) certified wood manufacturer, who can produce - in small quantities - a children's play kitchen. Potential partners can expect a long term cooperation under a manufacturing agreement.

| | |
|-----------------|---|
| Creation Date | 06 October 2021 |
| Last Update | 22 October 2021 |
| Expiration Date | 23 October 2022 |
| Reference | BRNL20210907001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/263e00c6-d661-4ffc-a945-a0c0577fac12 |

Details

Description

The Dutch SME developed a new toy concept for conscious European millennial mothers (born between 1980 and 1995). The idea behind the concept is the need to minimize the amount of plastic toys and replace with beautifully designed natural toys that last for generations. In this way the company wants to inspire millennial mothers to make conscious choices; only sustainable toys of which it is known that it burdens the environment as little as possible and that are made in fair trade conditions.

One of their products in portfolio is a wooden play kitchen. The play kitchen consists of 4 separate parts (products): A. Base kitchen, B. Kitchen hood, C. Refrigerator, D. Play Food Set. The base Kitchen is the primary product with B, C & D as options to expand the set. All 4 products will be sold separately. Working drawings of the 4 different products will be supplied by the Dutch SME to the manufacturing partner. The play kitchen is made of sustainable Birch plywood (15 mm) and solid maple (18 mm). In order to save costs the Dutch company will most likely take care of the coloring and final assembly itself in the beginning. When numbers grow the manufacturing partner should have possibilities to take over the process of lacquering. The used paints are fully free of volatile organic compounds (VOC) and plant-based hard-wax oils and water-based eco paints.

The potential partner should be able to ship the kitchens in parts, as a kit. Of course fully prepared for finishing off with paint and easy assembly. The play kitchens have a high level of finish and for instance no mounting materials, like screws are visible from the outside. The wood used must have a certificate, like Forest Stewardship Council (FSC). For the production of the play kitchens the SME looks for a certified manufacturer, preferably in eastern Europe and the Baltic States, who are able to produce these play kitchens in small quantities. The Dutch SME wants to establish a manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

German SME is seeking distribution partners in the field of biotech purification and diagnostics

Summary

German SME offering professional High-performance liquid chromatography products for a variety of applications including Gel permeation chromatography of polymers, biopolymers and degradation products is looking for distribution partners worldwide. The company is also interested in cooperations for the development of diagnostics and development of biotech down stream processing.

| | |
|-----------------|---|
| Creation Date | 06 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | BRDE20211006001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e2b5d8bc-27ad-46e0-b997-8090625b0913 |

Details

Description

Analytical chromatography is a process of separation, quantification and identification of chemical or biological compounds. Chromatography is used e.g. for research and analysis of food, drinks, pharmaceuticals, metabolomic processes, material sciences, environment and chemicals.

The SME was found in 2006 and is located in Oranienburg, near Berlin (Germany). Its core competence is the development and production of high quality liquid chromatography media in analytical and semipreparative scale. For this reason the company is using different reactor lines for producing several unique kinds of chromatography media. Especially for chromatography (HPLC, SEC, GPC) of biopolymers, oligomers, degradation products, fermentation products it serves customers with a unique product line.

The SME counts with its own production site for chromatography media, columns and applications and more than 50 years of HPLC/GPC experience. Current markets that are served include biotechnology: down stream processing (DSP), vaccine purification media, material quality control on molecular level.

The team is performing a wide range of services – from smallest analytics up to process scale biotech. Own research and production capacities of separation media are available. All services are specially tailored to individual customer needs. The SME supplies more than 5.000 products for all current applications.

Therefore, numerous institutes, universities, manufacturers, as well as other customers appreciate the high quality, lifetime, reproducibility and reliability of their products.

The majority of customers are from the EU, Australia, India and Korea.

Partnering Opportunity

Profile status : Published

Business Request

French company of eco-friendly women clothes is looking for fabric manufacturers under supplier agreements

Summary

A French women clothing retail shop designs its own brand "made in France" of eco-friendly women garments with printed patterns. For its new collection 2023 and to comply with its clients' requirements the firm is searching new suppliers of eco-friendly fabrics under supplier agreements.

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| Creation Date | 27 September 2021 |
| Last Update | 07 October 2021 |
| Expiration Date | 05 February 2022 |
| Reference | BRFR20210903001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e5cad404-eb89-44a3-96cc-83fcf4463f65 |

Details

Description

The French company was founded in 2004 and is a retail shop of eco-friendly women clothes offering its clients colourful, original and printed products.

The company historically has been working with few brands but providing high quality and eco-friendly garments.

The company, which is very sensitive to the raw materials used to manufacture the products, had the opportunity

in 2020 to start working with a textile designer and a textile engineer to design its own eco-friendly brand and make it manufactured in France.

The printed patterns are designed by the textile designer. However, the firm is willing to consider printed patterns made by suppliers if they comply with its requirements.

The strategy of the firm is to exclusively sell its own eco-friendly brand in its own retail shop.

The first range of products has been launched mid September 2021 and is made of women skirts, dresses and short and long sleeves tops produced in France with ethical, social and environmental values. Each product is available in standard sizes in small series.

The concept relies on a brand produced in France with sustainable raw materials coming mainly from France to meet its clients' requirements.

For the summer and winter collection 2023, the company is willing to extend its suppliers' network by finding international partners of fabric. The main compounds of the printed and woven fabric consist of 100% viscose, a mixture of viscose and elastane and tencel.

A long-term cooperation is sought under a supplier agreement.

Partnering Opportunity

Profile status : Published

Business Request

Slovenian micro-roastery, which roasts, packs and sells coffee under its own brand or “white label”, is looking for manufacturers or suppliers of coffee bags and capsules under manufacturing or supplier agreement.

Summary

A Slovenian micro coffee roastery, which roasts and packs coffee under its own brand or for "white label", is looking for manufacturers or suppliers of coffee bags and capsules. The company wants to diversify its offer of packaged coffee from just packaging in bags, to new options and forms of packaging. The company is looking for manufacturers of stand up pouches ZIP coffee bags in sizes 150g, 250g, 500g and 1 kg and coffee capsules under supplier or manufacturing agreement.

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|-----------------|---|
| Creation Date | 07 October 2021 |
| Last Update | 21 October 2021 |
| Expiration Date | 22 October 2022 |
| Reference | BRSI20210920001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/45ae6eeb-d631-4f20-8031-46d30804a7d8 |

Details

Description

The company, micro coffee roastery, was founded in 2016 with the aim of offering new versions of coffee blends, which represent a competitive offer to existing industrially roasted coffees of generic taste. In their products, they experiment with different types, flavors and ways of roasting coffee.

For the time being, coffee products are marketed only in Slovenia, but they also want to penetrate the markets of neighboring countries.

They constantly ensure the highest quality of coffee and use the equipment of one of the best and most innovative manufacturers of coffee roasters, which ensures consistency and even roasting of coffee beans.

The company is currently packing coffee in bags - 150 g, 250 g, 1 kg - but wants to expand its packaging offer with the aim of expanding its customer base and offering the possibility of filling coffee into coffee capsules, which are widely used in coffee machines and convenient office/home coffee appliances.

They are looking for manufacturers or suppliers of:

- "zip" coffee bags (150 g, 250 g, 500 g, 1 kg) stand up poaches type with valve, which are either pre-printed or unprinted
- coffee capsules that are compatible with brands of appliances such as Nespresso, Dolce Gusto and Illy.

The company is looking for a flexible manufacturer or supplier of coffee bags and capsules, which could supply them in smaller batches (5.000-10.000 bags and some 7.000-10.000 capsules per year) based on the production or supplier agreement.

Partnering Opportunity

Profile status : Published

Business Request

Slovenian micro-roastery, which roasts and packs coffee under its own brand, is looking for a manufacturer of solution for partially or fully automatic filling of coffee into bags via manufacturing agreement.

Summary

A Slovenian micro coffee roastery, which roasts and packs coffee with its own brand, is currently filling coffee into bags manually. It is looking for manufacturers of technological solution for partially or fully automatic filling of coffee into stand up pouches coffee ZIP bags with valve to provide them the desired solution under manufacturing agreement.

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|-----------------|---|
| Creation Date | 08 October 2021 |
| Last Update | 18 October 2021 |
| Expiration Date | 09 October 2022 |
| Reference | BRSI20210920002 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f566abab-edc5-404b-916f-593ec4bd0430 |

Details

Description

The company was established in 2015 with the aim of offering new versions of coffee blends on the market in addition to the already established coffees, which represent a competitive offer to existing industrially roasted coffees of generic taste. In their products, they experiment with different types, flavors and ways of roasting coffee. The company currently roasts coffee in small quantities, so it does not yet have automated coffee packaging

processes, but fills coffee in bags manually, which is very time consuming, and at the same time causes problems with accurate dosing of coffee mass into coffee bags. They want to automate this process at least partly or completely.

They are looking for companies (manufacturers preferred) that already offer developed and proven solutions for partially or fully automatic filling of grinded coffee or coffee beans into stand up poaches coffee bags with ZIP and valve, which will allow them to fill faster and above all accurately dose the amount of coffee (eg 150g, 250g, 500g, 1000g) into coffee bags.

The company is looking for business cooperation on the basis of manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

A French SME is looking to source waste (of fruit, vegetable and plants) from Agro-food producers through a supplier agreement

Summary

Agro-food sector producers create waste in their production processes that can be used as ingredients in other productions: seeds, oils, pomace, fibers. The French SME, located in southern France, has identified 500 such "coproducts" and is working with major agrofood producers in France and abroad, to buy their waste and resell them to clients, taking care of the logistics. The company is looking to buy waste from agrofood producers through a supplier agreement.

| | |
|-----------------|---|
| Creation Date | 21 September 2021 |
| Last Update | 15 October 2021 |
| Expiration Date | 16 October 2022 |
| Reference | BRFR20210712001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ea960dfa-e128-42aa-b9ec-8492e528b81d |

Details

Description

The French SME trades waste of fruit, vegetable and plants in the agro-food sector. It acts like a hub, to match waste producers to waste users, allowing the circularity of products. Implementing such circularity, means that producers reduce drastically their impact on the environment.

After few years of research and development, the company has identified 500 "co-products", that are materials seen as waste today but which can be used as ingredients. It is the only company to have developed such a

database for the agrofood sector, and helps companies to:

1. Identify and qualify their "co-products"
2. Advise on how to extract them when needed and package them (usually big bags or plastic boxes)
3. Resell them

The French SME is sourcing co-products from major agro-food players in France (it is based in a key agro-food production area in France), and is aiming at extending its suppliers network. It is an opportunity for any agro-food producers with a turnover from 20M€ (no limit on volumes) to identify and extract their valuable waste. The company aims to sign a supplier agreement.

The supplier will collaborate with the French company to establish the specification sheet of the coproduct (document needed for the selling of the product), and provide the coproduct packed in bigs bags or plastic boxes.

The French company will take care of collecting the coproducts, transform them and resell them. The company is in charge of guaranteeing the quality of the coproduct, and in developing the specification sheet for the buying and the selling of the coproduct.

Partnering Opportunity

Profile status : Published

Business Request

A Lithuanian company is looking for women's jeanswear manufacturers to work under a distribution services agreement

Summary

The Lithuanian company creating dresses for women and girls and selling them in its own stores wants to broaden its assortment. Therefore the company is looking for manufacturers of women's jeanswear (trousers, dresses, jackets) and is offering to them to work under the distribution services agreement.

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|-----------------|---|
| Creation Date | 19 October 2021 |
| Last Update | 20 October 2021 |
| Expiration Date | 21 October 2022 |
| Reference | BRLT20211018001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/094392b0-a588-4912-a30a-8877b5ddc2ca |

Details

Description

The Lithuanian company, successfully operating since 2015, is creating and manufacturing dresses for women and girls. The product line includes all kinds of dresses: romantic, classic, elegant, professional, and casual with possible sizes: women's dresses - 34-46 (XS-XXL) and girls' dresses - 86-146 cm. The manufacturer has its own brand name with the stable growing popularity and 7 its brand name stores in the largest Lithuanian shopping malls. The company would like to add some new products to the assortment, therefore, it is looking for manufacturers of

jeans wear (jeans trousers, dresses, jackets) for women.

Products should be dedicated basically for clients with medium to slightly above average income (the company is not interested in premium category items).

The company has good knowledge of a local market and is offering to work under a distribution services agreement. Potential partners should be European manufacturers of the above-mentioned products willing to enter the Lithuanian market.

Partnering Opportunity

Profile status : Published

Business Request

Italian innovative start-up is looking for partners under service and/or license agreement to join a new platform to support integration and mobility of women planning to live a life-changing experience abroad

Summary

An Italian innovative start-up, focused on designing and deploying cloud-native applications and serverless solutions, is looking for partners under service and/or license agreement to join a new platform to support integration and mobility of women.

In particular, partners should share relevant and targeted data (e.g., related to accommodation, job finding, language teaching, etc.) to provide better services and to extend the potential users of the platform.

Creation Date 18 October 2021

Last Update 28 October 2021

Expiration Date 29 October 2022

Reference BRIT20211018002

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/56e57b99-3fac-4158-b2db-2d211e8bfcf1>

Details

Description

An Italian innovative start-up, focused on designing and deploying cloud-native applications and serverless solutions, is involved in many European projects to support integration and mobility across the EU. Focusing on the latest project, the company aims to find enterprises and organizations (e.g., universities and associations)

willing to support the platform by publishing relevant information to their target audience (e.g., 20-40 years old women planning to live a life-changing experience abroad).

The platform is currently under development and has been selected among the finalists for the EU Datathon 2021, organised by the Publications Office of the European Union for the EU Open Data Days initiative. The project falls into the challenge "An economy that works for people" and the Minimum Viable Product (MVP) will be presented online from Luxembourg on the 25th of November 2021. Specifically, it aims to create a platform to facilitate and promote women's mobility in Europe by using open data and by integrating other services to provide valuable insights to the users, taking as a reference a specific city.

The desired cooperation looks towards partners that manage services supporting mobility and promoting exchange initiatives in the European scenario with a particular focus on female mobility and topics such as reducing the gender gap or the equality of salaries. The collaboration requested should be under service and/or license agreements with the aim of providing statistical (e.g., datasets) or current data (e.g., Application programming interface - API) relevant to the target audience. The main topics of interest are accommodation, job finding, language teaching, etc.

Partnering Opportunity

Profile status : Published

Business Request

A Czech company trading with interiors equipment and furniture for offices and homes is looking for suppliers from European countries to establish under distribution services or commercial agency agreements.

Summary

A young Czech import-export company, active in the trade of innovative products for interiors, exteriors and furniture is looking to expand its catalogue of products for houses, schools, offices or technical building areas.

The company is interested in partnering with manufacturers of such products from given countries under distribution services and commercial agency agreement.

| | |
|-----------------|---|
| Creation Date | 04 October 2021 |
| Last Update | 21 October 2021 |
| Expiration Date | 22 October 2022 |
| Reference | BRCZ20211001001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d9176682-51f0-4e0f-aa57-269d788a9198 |

Details

Description

Founded in 2021, the trading company from the Czech Republic is active in the import-export of goods from various sectors. In order to widen its selection of products for its customers, and to find an innovative offer in local markets it would like to support, it is interested in finding partners in specific countries.

The company is looking to partner with suppliers of:

- interior, furniture, glass wall, acoustics, and technical systems connected with this area
- exterior systems, full wooden buildings and similar

The company will trade on beginning withing the Czech Republic. It is able to supply private companies, public administrations and individual consumers.

The company would like to bring new innovative products to the Czech market and make business with. The cooperation can start with information about products, assessment of possible sales. It would welcome marketing support at the start. The conditions of cooperation will be dealt. Exclusive representation is preferred.

It is specifically interested in finding suppliers from the following countries: Poland, Germany, Austria, Italy, France, Hungary, Romania, Bulgaria, Slovenia, UK, Belgium and the Netherlands.

The company is interested in cooperating with manufacturers of such products in these countries under distribution services agreement and commercial agency agreement.

Partnering Opportunity

Profile status : Published

Business Request

The company from Bosnia and Herzegovina is looking for partners offering cattle-tracking equipment under distribution services agreement

Summary

The company was founded in 2014 in the municipality of Kalinovik, Bosnia and Herzegovina, as an agriculture cooperative. It is specialized in cattle breeding in the cow-calf system and also has experience in introduction of digital technology into this area. The company is looking for providers of cattle-tracking equipment, to distribute their products under distribution services agreement. Main countries of interest for partnerships are Austria, Germany, Spain and Czech Republic.

| | |
|------------------------|---|
| Creation Date | 01 October 2021 |
| Last Update | 21 October 2021 |
| Expiration Date | 22 October 2022 |
| Reference | BRBA20211001001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9a38ab9a-615c-44a4-95b4-4af8af8f1764 |

Details

Description

The company was established in January 2014 within the framework of the Czech project for the improvement of cattle breeding in the cow-calf system in Bosnia and Herzegovina. It was established as an agriculture cooperative located in municipality of Kalinovik, which mostly covers mountain area. Its founders are agricultural producers from the local municipality, and representatives of the academic community. The company has employed professionals of various education levels, such as skilled labor force, agricultural engineers and a doctor of agricultural science. The vision of the company is to become the main driver for the development of agricultural

production at local level, but also to become a significant factor in the development of cattle breeding in the mountain area of Bosnia and Herzegovina and neighboring countries.

The main field of work of the company is the cattle breeding in the cow-calf system. The company is a breeder of Aberdeen Angus cattle breed, both red and black. With seven years of experience in this area, the company is able to identify key problems in this type of production. In response to the identified problems, the company continuously introduces different solutions and innovations. This especially refers to the introduction of digital technology into this type of agricultural production. While solving real problems in the field, the company gained experience in the adoption and application of various digital technology solutions. Some of these solutions include using IoT (Internet of Things) technology for tracking cattle movement at large mountain area.

Under distribution services agreement, the company wants to expand its activities and to offer cattle-tracking equipment to the local market. The potential partner is expected to be a manufacturer or provider of cattle-tracking equipment. The products of interest in this area are GPS (Global Positioning System) devices suitable for tracking position of cattle at large area with minimal communication expenses, as well as RFID (Radio Frequency Identification) devices for identification and tracking of cattle at points of interest at farm level.

Partnering Opportunity

Profile status : Published

Business Request

Romanian clothing manufacturer is looking for fabrics and accessories suppliers under supplier agreements

Summary

The Romanian start-up manufactures clothing garments for women, men and children, based on the company's own original designs. The company is interested in identifying suppliers for raw materials required in the manufacturing process, namely suppliers of fabrics and accessories for the clothing garments industry. Cooperation with the partners identified will be based on supplier agreements.

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|------------------------|---|
| Creation Date | 20 October 2021 |
| Last Update | 28 October 2021 |
| Expiration Date | 29 October 2022 |
| Reference | BRRO20211015001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1e64d97b-9253-45ef-a043-0cdfb724d568 |

Details

Description

The Romanian start-up was established in Transylvania in 2017 following an initial investment in modern manufacturing equipment, financed through non-refundable funds.

The company's activity focuses on manufacturing casual and sport garments for women, men and children. The designs of the products are created in company's own design department. Most products are manufactured in cotton and softshell.

Since its establishment, the Romanian company has registered a positive trend in terms of sales and customer base; it enjoys a good reputation on the national market because of its original designs, as well as the quality of products and the materials used.

At the moment, the company designs and manufactures textile products for own distribution network, as well as for its business partners (clothing garment retailers) based on firm orders.
The Romanian company seeks international business partners able to supply textiles and accessories required in the manufacturing process. Cooperation with the partners identified will be based on supplier agreements.

Partnering Opportunity

Profile status : Published

Business Request

Lithuanian producer of organic dog food is looking for manufacturers of air dried meat, vegetables and fruits to work under manufacturing agreement

Summary

The Lithuanian company produces organic dog food. The company is looking for raw materials for the production of organic pet food. Manufacturers of air-dried meat: rabbit, wild-caught fish (cod, mackerel, sprat, salmon), game birds (pheasants, ducks) is needed, as well as various air-dried vegetables and fruits suppliers. The company would like to work under a manufacturing agreement.

| | |
|-----------------|---|
| Creation Date | 18 October 2021 |
| Last Update | 19 October 2021 |
| Expiration Date | 20 October 2022 |
| Reference | BRLT20211015001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/453db01c-b3d8-4552-9d36-d281fb989b33 |

Details

Description

The Lithuanian dog food company was established in 2018. It offers organic, low-carb, and raw-dehydrated dog food. It is made from 100% human-grade ingredients which come from certified sustainable and responsible farms. They are gently air-dried under 30 °F / 86 °F in organic 100% green energy-powered manufacturing in Bavaria, Germany. This technology helps to keep food more nutritious. It contains minimum digestible carbohydrates. Following the latest scientific research, such food composition is better for dogs' well-being.

Company's product range:

- Organic air-dried dog food;
- Air-dried grass-fed beef tripe snack;
- Air-dried free-run rabbit ears with fur snack;
- Air-dried wild-caught herring snack;
- Air-dried vegan banana snack;
- Air-dried vegan flax-seed snack;
- Dog biotics (prebiotics + probiotics for dogs);
- Natural horn-beam stick tog chew toy.

The company would like to expand the range of its products. Currently, it is looking for manufacturers of air-dried meat: rabbit, wild-caught fish (cod, mackerel, sprat, salmon), game birds (pheasants, ducks). Also, it is looking for various air-dried vegetables and fruits suppliers. The company would like to work under a manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

Polish ecological manufacturer of chokeberry fruits and juice seeks suppliers of chokeberry-based products

Summary

The Polish producer of chokeberry juice is looking for suppliers of chokeberry products such as: candied chokeberry, powdered chokeberry, dried chokeberry. It could be a producer or a distributor. The entrepreneur is looking for partners willing to establish cooperation on the basis of a distribution services agreement.

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|-----------------|---|
| Creation Date | 13 October 2021 |
| Last Update | 29 October 2021 |
| Expiration Date | 30 October 2022 |
| Reference | BRPL20211013001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9cab8b79-22d2-4a4a-a73a-6b675b20c4f0 |

Details

Description

The entrepreneur with almost 8 year-long experience on the food market is an owner of an ecological plantation of chokeberry in North-Eastern Poland. The company provides chokeberry fruits which are used for production of chokeberry juice, chokeberry extract (in pills), bio-jam of chokeberry, chokeberry fibre organic and also cosmetics such as: soothing cream for hands, body lotion reinforcing vessels, soothing tonic for face, moisturizing and strengthening cream, anti-wrinkle and strengthening cream. At present, his products are sold in many shops, mostly located in regional markets and ecological shops. The entrepreneur has mostly foreign customers. He has a plantation of chokeberry which are used in juice production and other products. Because he uses all his chokeberry fruits to this production, he needs to find a manufacturer of different products from chokeberry to

broaden his range of products. The entrepreneur is looking for manufacturers of chokeberry products such as candied chokeberry, powdered chokeberry, dried chokeberry as he wishes to broaden his range of products. As the company's whole production process has the necessary ECO certificates, it is vital that potential partners can also supply certified organic products.

The entrepreneur wishes to cooperate as a distributor for chokeberry products in Poland.

Partnering Opportunity

Profile status : Published

Business Request

Portuguese SME is looking for partners with innovative and energy efficient products for wastewater treatment projects in order to establish supplier agreements

Summary

*A Portuguese company, working mainly in the development of new project opportunities and its implementation in energy efficiency in wastewater treatment plants, is looking for new components and technologies to incorporate in its projects.
The company seeks private companies to establish supplier agreements.*

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|------------------------|---|
| Creation Date | 12 October 2021 |
| Last Update | 28 October 2021 |
| Expiration Date | 29 October 2022 |
| Reference | BRPT20211012001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a6e2fb23-5d4c-4043-b09d-0b34952739a1 |

Details

Description

This Portuguese enterprise has more than 18 years' experience in wastewater treatment projects. They include the initial diagnosis, the presentation of solutions, cost estimation, the economic viability analysis / return of investment, search of financing support, installation and implementation services and follow up of running activities according to client's needs.

The company has a proven and successful past record, in the development and implementation of new projects in civil engineering, health, safety and environment. It assures quality services, in an area of activity highly

recognized as essential for the future of humankind, and for the minimization of inevitable negative consequences of global warming.

Therefore the company is looking for new innovative and energy efficient compact wastewater treatment plants to include in its projects.

This company wants to establish a supplier agreement in order to find new technological solutions that may contribute for sustainable development objectives.

Partnering Opportunity

Profile status : Published

Technology Request

Looking for new assets in advanced research or preclinical development stages that could be useful for the treatment of dermatological diseases

Summary

A Spanish pharmaceutical company active in the skin care sector is looking for partnering opportunities on new assets in advanced research or preclinical development stages that could be useful for the treatment of dermatological diseases within the frame of a research cooperation agreement or a technical cooperation agreement.

This request refers to an open innovation challenge.

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|------------------------|---|
| Creation Date | 27 September 2021 |
| Last Update | 07 October 2021 |
| Expiration Date | 27 November 2021 |
| Reference | TRES20210920001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7bdffb5-e0ef-45ed-b578-3aae88c3f969 |

Details

Description

A Spanish pharmaceutical company developing breakthrough innovative products in the field of dermatology to address patients' unmet needs has launched an open innovation challenge.

They are looking for partnering opportunities on new assets in advanced research or preclinical development stages that could be useful for the treatment of skin diseases.

Preferably, the solution sought should: target immuno-inflammatory pathways or be suitable for dermato-oncological or rare dermatological indications, involve any therapeutic modality and demonstrate strong evidences of efficacy.

The aim of the company is to explore the possibility to establish a long-term business partnership under the frame of a research cooperation agreement or a technical cooperation agreement. Within this collaboration, the Spanish company is looking for:

- Collaborate in the development of new assets in advanced research or preclinical stage
- Apply to research grants
- Characterise further assets in a pre-agreed panel of relevant cellular assays and in vivo models for dermatological diseases

IMPORTANT:

This technology request refers to an innovation challenge published on an online open innovation platform from July 5th, 2021 to October 31st, 2021. Organizations are invited to express their interest using the platform (a secure site to store and manage the proposals) after creating there an account. All the initial information provided under the proposal should be non-confidential. Sharing of confidential information will be made possible on demand. A designated contact person of the Spanish Company will help the interested entity on answering any question

Proposal evaluation and selection:

- o A team of Company's scientific experts will evaluate the proposal as soon as it is received
- o The participant will receive in writing their decision regarding the proposal within 8 -10 weeks after submission
- o If the proposal has been selected, a member of the Company's Team will contact the entity behind it to initiate a partnership agreement that will reflect a collaborative proposal, including eventual experimental activities, and/or a business proposal according to the asset's development stage

Partnering Opportunity

Profile status : Published

Technology Request

Greek company processes dust from fragmented solar panels and seeks for technology aiming to remove mercury

Summary

A Greek company active in the energy sector is interested in acquiring proper technology for removing mercury from dust. The partner sought should be able to provide the technology and advise the company on the process required for completing the task independently. Collaboration sought is technical agreement.

| | |
|-----------------|---|
| Creation Date | 11 October 2021 |
| Last Update | 19 October 2021 |
| Expiration Date | 20 October 2022 |
| Reference | TRGR20211008001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8da33d31-2eac-4c54-b0a2-cc6aaae075e5 |

Details

Description

A Greek company, active in the energy sector, is managing a mixture of dust, originating from the fragmentation of used solar panels that contains mercury at a concentration of 0.3%.

The company is interested in receiving proper technology and advisory to remove the mercury and safely deposit it in an environmental friendly way. The proposed technology should be affordable and sustainable. The partner sought should be able to provide a solution that the company will use on-site, independently, in order to extract the

mercury, without transferring the mixture beyond its facilities.

The Greek company is looking for technical cooperation agreement. The partner should provide the technology, method and advisory needed for the removal and safe deposit of mercury.

Partnering Opportunity

Profile status : Published

Technology Request

The Korean start-up company developing a bio-medical microrobot system which uses electromagnetic field system for treating various vascular disease is looking for partnership in the European region for cooperative research and development

Summary

The Korean company is looking for partners under a technical cooperation agreement who are developing/producing methods and apparatus for CT and X-ray image registration which displays a real-time 3D image of blood vessels and the precise location of the guidewire inside the patients' body. The company is also looking for partners developing/producing a master slave system for in/out manipulation (translational motion) of magnetic guidewire microrobot during interventional procedures.

| | |
|-----------------|---|
| Creation Date | 27 September 2021 |
| Last Update | 13 October 2021 |
| Expiration Date | 14 October 2022 |
| Reference | TRKR20210924001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c29e586e-e1c4-4bbe-8f28-66b9d6b2529b |

Details

Description

The conventional method for interventional treatment is to manually manipulate the guidewire inside the patients'

Ref: TRKR20210924001

body by hand. This limits active steering of the guidewire and is highly dependent on the experience of the operator, which potentially leads to varied success rate. The conventional method and procedure take longer, and since steering guidewire fully depends on the operator's skills, it increases the amount of radiation exposure for both patient and the operator. It also limits the accessible blood vessels of the cardiovascular system.

The company suggests magnetic guidewire microrobot and 3D magnetic control system for its manipulation for precise interventional treatment and is seeking to overcome the limits of conventional methods and maximize the efficiency and success rate. Electromagnetic coils generate an electromagnetic field, which is harmless to the human body, and allow active steering of magnetic guidewire inside blood vessels. This allows the operator to deliver the guidewire and other necessary medical equipment to the targeted lesions with more safety, precision, and quickness.

Bio-medical microrobot system is composed of magnetic guidewire microrobot, current control unit, the user interface for magnetic field control and microrobot visualization, and electromagnetic coils that are placed and fixed under the patients' bed. This allows the medical team and the operator to easily approach the patient when in need. Electromagnetic coils are designed in a way that is compatible with conventional medical image equipment such as X-rays. Electromagnetic coils can be uninstalled/unfixed after use and kept secured separately until next use. Once the equipment has been removed, the surgery room can be used for other purposes. Hence, there is no need for an exclusive surgery room for the system.

The Korean company is looking for partnerships with organizations for cooperative research and development under technical cooperation agreements that are developing 3D medical imaging equipment, and a master slave system for entry/withdrawal control of the guidewire.

The company wishes to contract partnership with organizations developing/producing methods and apparatus for a medical imaging equipment that combines X-ray, CT images or any other types of images and form a 3D image (Image registration). This image should be able to display a real-time 3D image of blood vessels with the precise location of the magnetic guidewire for the operator to navigate the guidewire inside the patients' body.

The company is also seeking partnership with companies developing/producing a master slave system for entry/withdrawal of guidewires during interventional procedures. The electromagnetic field provides 360-degree steering of the guidewire, however, as master slave system is needed for its entry/withdrawal control.

Partnering Opportunity

Profile status : Published

Technology Request

Looking for high-resolution 0.1 nephelometric turbidity unit (NTU) turbidimeters or probes for checking the level of water transparency in private house swimming pools

Summary

A French company specialises in equipment for swimming pool for individuals. In order to reduce electricity consumption for cleaning water by filtration system, the SME needs to measure online small turbidity variations to inform the energy management unit to start or to stop the filtration. The SME seeks high-resolution turbidimeters or probes (0.1 NTU). A commercial agreement with technical assistance or a technical cooperation is sought with a long-term partner manufacturing such instruments.

| | |
|-----------------|---|
| Creation Date | 30 September 2021 |
| Last Update | 14 October 2021 |
| Expiration Date | 15 October 2022 |
| Reference | TRFR20210915001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a6da9637-ed8e-4590-956a-4aafc6252642 |

Details

Description

The French company aims to optimise the operating time of the filtration pump in order to reduce energy consumption to keep private swimming pools water clear. Indeed, to keep the water transparent the filtering systems are energy consuming by working many hours per day, perhaps longer than it is useful.

The final goal is to measure online with a turbidimeter or a probe the variations of turbidity and transmit them to

the management unit to control the filtration pump of swimming pool. Depending on the quality of the water, if the water is clear enough the filtration stops and if the quality decreases the filtration system is restarted. This can both ensure that the water is always clear and in the same time not run the pump more than necessary, resulting in energy savings.

Hydraulic connection of turbidimeter:

- the flow in the main pipe of the swimming pool hydraulic circuit varies between 5m³/h and 50m³/h. This main pipe is made of rigid PVC and can have an external diameter between 50mm and 110mm.
- the online turbidimeter must be installed as a bypass of the hydraulic circuit of the swimming pool, into a smaller pipe.
- the insertion of turbidimeter in the circuit should be as simple as possible.
- the sample socket will be set up between the filtration pump and the filter. A sampling chamber may be required for turbidimeter ; in this case, the sample will return to the swimming pool's hydraulic circuit, downstream of the filter.

The main expected characteristics for the turbidimeters should be:

- Online turbidity measurement
- Measuring range: 0 - 5 NTU
- Resolution: 0.1 NTU
- Output signal: 4-20 mA
- Ambient temperature: from -5°C up to 50°C
- Temperature of the sampled swimming pool water: 1°C to 40°C
- Maximum pressure of the sampled swimming pool water: 2 bars
- Environment potentially corrosive (possible presence of liquid chlorine and acid cans in the room where the turbidimeter will be installed)
- Sampled fluid: swimming pool water with pH between 6.5 and 8.0 routinely (between 5 and 8,5 occasionally) and Chlorine or bromine level between 1ppm and 3ppm in normal operation and which can rise up to 12ppm during shock chlorinations or brominations (over a period of 24 to 48 hours maximum)
- Resistance to hydrogen peroxide up to 40 ppm

The French company is looking for a long-term partner manufacturer of high-resolution turbidimeters under a commercial agreement with technical assistance. Or the French company is interesting in finding a partnership with manufacturer solely of high-resolution probes that can measure online the variations turbidity water in a hydraulic circuit of family swimming pools. The probe will be integrated into a box to constitute an online turbidimeter under a technical cooperation agreement.

Partnering Opportunity

Profile status : Published

Technology Request

Italian industrial group in the packaging sector seeks innovative, green materials to increase sustainability of its products

Summary

An Italian industrial group, a world leader in the packaging sector, is looking for start-ups or scale-ups offering innovative technological materials solutions to be applied to the packaging field, preferably at TRL 7, to increase sustainability of its products. Partners will work together in co-development and go-to-market strategy under technical cooperation agreement. This request is part of an open innovation challenges programme.

| | |
|-----------------|---|
| Creation Date | 12 October 2021 |
| Last Update | 19 October 2021 |
| Expiration Date | 20 October 2022 |
| Reference | TRIT20211012001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4c5e3dcb-ab1c-4026-869f-8abb15259d60 |

Details

Description

An Italian industrial group is a world leader in the packaging sector, it is based in Italy but has subsidiaries in 15 countries around the world. The group is specialized in end-line solutions and it manufactures and sells a wide range of products from semi-automatic wrapping machines with smart technology to innovative automatic solutions, from industrial wrapping machines to shrink wrapping machines and cartoning machines, to tailor-made packaging solutions. The group has a strong innovative focus: thanks to their lab facilities they research, innovate

and optimise current technologies, offering market cutting-edge solutions.

To date, 99% of the material used for packaging is made up of non-sustainable plastics, traditionally used in the industry. To reverse this trend and make their business more sustainable, the group is looking for start-ups or scale-ups offering solutions for innovative green materials to be used in the packaging field. The group aims at increasing the sustainability of the materials used, through the exploration of new materials solutions (e.g.: plastic-free, from recycled materials, compostable materials, etc.) that are mechanically and economically viable, and with potential for industrial scalability.

The Italian company has the intention to pursue a technical cooperation agreement, as they are interested in any form of collaboration with start-ups or scale-ups (proof of concept development, pilot projects, M&A operations etc.) involving technological cooperation to co-develop and adapt the solution to the group's specific needs.

--- IMPORTANT: This technical cooperation request refers to an open innovation challenges program published on a separate online platform (b2match). If an organization expresses interest before the program closing date, it will be guided towards the open innovation platform.

During registration, interested organizations will be asked to select the challenge that corresponds with this technology request profile. If admitted to the programme, start-ups and scale-ups will benefit from training and will be able to create their (presentation) profile to connect with the companies in order to organize 1to1 matchmaking meetings.

The company will select the organisations that they would like to meet for the development of the solution.

The challenge closes on November the 30th 2021. Once the challenge is closed, expressions of Interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Dutch company, specialist in renovation and maintenance of real estate seeks solutions for construction on-site noise reduction.

Summary

A Dutch company is active in the building sector and executes works like renovation and maintenance of real estate in the built environment. One of the major occurring problems in inhabited premises and areas is impact noise. The Dutch company looks for technologies and expertise to reduce impact noise with a result to speed up the implementation process. The Dutch company aims for a technical cooperation agreement with a noise specialist active in the building sector.

| | |
|------------------------|---|
| Creation Date | 27 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRNL20211020001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a5fec394-24d5-44a7-9f20-ddde15a26fa3 |

Details

Description

The Dutch company is a multidisciplinary organization, focused on the strategic renovation and maintenance of real estate and civil engineering objects. From the start in the early 1970s, the company has experienced organic growth to an organization which employs now 500 employees.

Depending on the needed expertise the company is supplemented by its fixed chain partners, in this way the

company is able to continue to give substance to its ambition of growth and development. The company is specialized in the field of construction, painting, asbestos removal, installation, concrete and façade technology – this enables the company to carry out projects entirely on its own.

The Dutch company has a strategic intention to contribute to sustainability of the building Industry.

As a result, there is a growing demand from housing corporations to develop new circular concepts together with market parties. The Dutch company likes to hook in with this demand and development and become a front runner in this transition to a circular construction economy.

The adaptation of this transition to a circular construction economy often takes place in residential areas. The execution of the works causes so called impact noise on the environment.

In order to solve this problem the Dutch company would like to find partners who can think along, co-develop systems or concepts to reduce the problem of noise pollution during the building process.

The Dutch company aims for a technical cooperation agreement with a noise reduction specialist.

IMPORTANT: This technical cooperation request refers to an innovation challenge published on the internet platform. If an organization expresses interest before closing date, it will be guided towards this open innovation platform. After registration

participants can browse free through other submissions and engage in discussions.

All submissions will get feedback by the company on this open platform. The challenge opens on November 8th and closes on December 13th 2021. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of

confidential information will be made possible on demand. After that, the firm will select the SME's with whom they would like to cooperate in the development of a solution. Once the challenge is closed, Expressions of Interest for this technology

request will be treated in the traditional way.

The Dutch company aims for a technical cooperation agreement for this request.

Partnering Opportunity

Profile status : Published

Technology Request

Italian company looking for innovative solutions for sustainable food packaging and accessories in catering to reduce environmental impact

Summary

An Italian company, active in catering, is looking for start-ups or scale-ups offering green materials and innovative services for sustainable single portions of food packaging and catering accessories. Partners will work together in proofs of concept or pilot projects under technical cooperation agreement. This request is part of an open innovation challenges programme.

| | |
|-----------------|---|
| Creation Date | 26 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRIT20211025002 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c532fc1d-5bc2-4e39-b3de-14ba0d0631fa |

Details

Description

A leading Italian company, operating in the sectors of collective catering, commercial catering and employees welfare services to business, is present in 17 regions in Italy, as well as abroad, producing over 100 million meals per year. Therefore, the sustainability of the materials and products used is extremely important to reduce the company's environmental impact.

In particular, the company is looking for innovative, green solutions for the packaging of single portions of food,

which are made in a protected atmosphere (ATP) and must meet certain requirements (e.g. asepticity, microwave adaptability, insulation).

In addition to this, the company is seeking sustainable solutions for catering accessories such as cutlery, glasses, bags, etc. The scouting of solutions is not limited to green materials to replace plastics, but includes innovative services or business models for recycling and reusing products.

The company is interested in collaborating with mature start-ups or scale-ups under technical cooperation agreement for the co-development of PoCs (proof of concept) or pilot projects, but does not exclude potential M&A operations in the long run.

--- IMPORTANT: This technical cooperation request refers to an open innovation challenges program published on a separate online platform (b2match). If an organization expresses interest before the program closing date, it will be guided towards the open innovation platform.

During registration, interested organizations will be asked to select the challenge that corresponds with this technology request profile. If admitted to the programme, start-ups and scale-ups will benefit from training and will be able to create their (presentation) profile to connect with the companies in order to organize 1to1 matchmaking meetings.

The company will select the organisations that they would like to meet for the development of the solution.

The challenge closes on November the 30th 2021. Once the challenge is closed, expressions of Interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Corporate-driven acceleration program for international start-ups and scale-ups in the cardiometabolic and chronic diseases

Summary

An Italian healthcare accelerator centre launched the first acceleration program, together with industrial companies, to recruit the best global start-ups and scale-ups able to respond to the new trends for the cardiometabolic and chronic diseases. The selected companies will develop pilot project with the corporates to launch new solutions on the market. Financial, commercial and technical agreements are envisaged depending on the specific pilot project.

| | |
|-----------------|---|
| Creation Date | 13 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRIT20211012002 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2cc800dd-86ca-417d-9700-43fbe13f2951 |

Details

Description

The initiative is a multi-corporate, pilot-driven, scale-up program targeted at growing and market-ready startups. The program aims to recruit the best international start-ups and scale-ups, capable of responding to the disruption generated by new trends for the cardiometabolic and chronic diseases sector.

The main features of the scale-up program are the following:

- The program is targeted at start-ups or scale-ups that have already consolidated their structure and moved beyond the setup phase. Many of the applicants are already on the market in several countries and are generating

substantial traction. Some of them are in their pre-seed/seed stage, others have already successfully closed their series A, B or even C rounds (the steps for growing a business through outside investment).

- The program is sponsored by a group of large corporates across the healthcare value-chain. The goal is to match a restricted group of start-ups with one or more of these partners in order to work together on building actual industrial/clinical/commercial pilot actions that will last 4 months.
- The goal of the program is not simply to create networking possibilities but to actually work on a real pilot roll out. While the program does not entail a direct investment in the selected start-ups, the goal of the Corporate Partners that will choose to work with each start-up for a 4 months program, is to use this pilot action as the starting point of a lasting business collaboration with the start-up (that may be an investment, an acquisition, a licensing deal, a co-development agreement, a distribution agreement, etc.).
- At the end of the program there will be a Demo Day in which start-ups will present the results of their pilot projects and how they will move forward with their Corporate Partner.

The first edition was launched on September 30th 2021 and the call to apply is open until November 15th 2021. Applicants will receive a link to submit their proposal after creating an Expression of Interest.

Partnering Opportunity

Profile status : Published

Technology Request

Technical partners sought for the valorization of IT valuable components and secondary raw materials extraction for commercialization

Summary

An Italian start-up company working in end-of-life management of IT assets and waste electrical and electronic equipment (WEEE) seeks technical partners in the electronic equipment manufacturing, original equipment manufacturer (OEM) and chemical sector for the valorization of valuable components and secondary raw materials extraction. Potential cooperation types: commercial agreement with technical assistance and technical/research cooperation agreement.

| | |
|------------------------|---|
| Creation Date | 19 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRIT20211019001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/168e5a9b-ba1c-4414-93de-edfc2c3507f8 |

Details

Description

The Italian start up, active in the IT asset end-of-life industry, is the new member of a group with a long-standing expertise in strategic business and IT consultancy, company management, auditing and circular economy. The group has a vast network of clients in the IT, Banking, Manufacturing and Automotive sectors.

IT assets that reach end-of-life are disposed of as WEEE (waste electric and electronic equipment) or simply surrendered to companies working in the second-hand market. The landscape of such companies in Europe is quite fragmented, with a few actors that have implemented e-commerce sites for high-end/good quality refurbished

IT assets and smaller companies that work on an “availability” basis. WEEE is treated in registered facilities that perform operations such as size reduction and materials separation to further sell the output along the value chain for secondary raw materials utilisation. In particular, valuable metals and rare earths/critical elements that are present in WEEE are extracted where possible, in specialised facilities that treat a wide variety of metals.

The goal of the Italian company is to set-up an integrated facility that is capable of applying circular economy principles to the treatment end-of-life IT assets and IT-WEEE materials and evaluate the most rewarding pathway for each asset that enters the factory. The assets will be evaluated, separated in categories such as “reconditioning”, “components harvesting” and materials recycling and then subjected to the appropriate treatments. The goal of tailored processing of the incoming materials will be achieved through the implementation of industry 5.0 principles, among which an information system and smart factory approach, coupled with continuous technical and strategic training of employees and the development of an open innovation ecosystem.

The company is also developing a R&D project on secondary raw materials extraction from IT-WEEE components, with particular focus on precious metals and rare/earths/critical metals in order to demonstrate and scale-up a green chemistry or biorefinery technology for such extraction and to evaluate its techno-economic feasibility and environmental impact (LCA).

The company is developing the reconditioning task of the business which is currently at the commercial stage and is looking for technical partners to develop the features related to components utilization by assembling into new equipment (for example for domotic applications or e-mining). The utilization pathways will have to take into account the inventory of available components and possibly of circular design options, where components can be interchangeable to maximise the utilization of the recycled components stock available and products are designed for durability and reuse.

Partners are sought for the definition of re-use strategies for electronic components (central processing unit-CPU, slots, hardware-HD, etc.) in control systems for logistics, warehousing, domotic applications and for extraction of valuable raw materials from electronic waste (precious metals and rare earths).

Partnering Opportunity

Profile status : Published

Technology Request

Italian company seeks new surface coating technologies for oleodynamic applications to substitute chromium plating of hydraulic cylinders

Summary

An Italian hydraulic cylinders manufacturer is looking for innovative and more sustainable coating technologies, preferably at TRL 8, that substitute chromium plating of hydraulic cylinders, to reduce the health risks for workers and the pollution caused by the process. Partners will work together in the co-development of proofs of concept or pilot projects, under technical cooperation agreement. This request is part of an open innovation challenges programme.

| | |
|------------------------|---|
| Creation Date | 26 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRIT20211026002 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8599e848-4c39-4b9e-b440-2ed915a56095 |

Details

Description

An Italian company, with 50 years of activity, specializes in manufacturing high-quality hydraulic cylinders for automation of industrial processes through hydraulic systems. The company produces hydraulic cylinders in a wide range of dimensions and customized according to clients' needs: special large dimensions cylinders, single and double acting cylinders, single acting self-plunge cylinders, telescopic hydraulic cylinders. The company applies these hydraulic cylinders in several sectors, among which: logistics, harbors solutions, cranes, trucks, lifting, container handling, offshore applications, earth drilling, foundation and tunnels machines,

hydroelectric and dams, industrial presses e.g. for recycling and waste compactors.

Cylinders coating is currently done by the traditional process of chromium plating which, at low cost, provides corrosion protection, mechanical resistance and surface glide. However, this process has several limitations in terms of the risk generated for the health of the operators and the heavy pollution of the process by-products, which requires major purification treatments. In addition, the company outsources the chromium plating process to an external company, requiring a large volume of road transport and thus increasing the overall environmental impact.

The company is thus seeking alternative, more sustainable surface coating processes, scalable on an industrial scale, and potentially to be integrated within the company's own manufacturing process.

The Italian company is interested in any form of collaboration with start-ups or scale-ups (proof of concept development, pilot projects, M&A operations etc.) involving technological cooperation to co-develop and adapt the solution to the group's specific needs, under technical cooperation agreement.

--- IMPORTANT: This technical cooperation request refers to an open innovation challenges program published on a separate online platform (b2match). If an organization expresses interest before the program closing date, it will be guided towards the open innovation platform.

During registration, interested organizations will be asked to select the challenge that corresponds with this technology request profile. If admitted to the programme, start-ups and scale-ups will benefit from training and will be able to create their (presentation) profile to connect with the companies in order to organize 1to1 matchmaking meetings.

The company will select the organisations that they would like to meet for the development of the solution.

The challenge closes on November the 30th 2021. Once the challenge is closed, expressions of Interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Italian company looking for innovative and sustainable materials and solutions for building flooring, to work in combination with epoxy resins

Summary

An Italian company, active in the ceramics and building industry, has developed high-performing epoxy resins for the flooring of buildings. The company is seeking innovative materials and solutions, preferably TRL 8, that can be combined with the company's product for floors and building and reduce its environmental impact, under technical cooperation agreement. This request is part of an open innovation challenges programme.

| | |
|------------------------|---|
| Creation Date | 26 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRIT20211026003 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f5a4b06e-fd51-4976-93a0-654ec7268b70 |

Details

Description

An Italian company with an international presence is specialized in developing innovative, high-performing products for the ceramics and building industry, its headquarters are located in the heart of the Italian ceramics district. The company is present in Italy and abroad, selling a wide range of products: adhesives for floor installations, grouts, sealants, detergents, decorative products, and building solutions.

In recent years, the company has developed decorative epoxy resins for the flooring of buildings. These resins

allow the creation of jointless floors with surface continuity. The new resins are non-corrosive and cause no danger of transport. They also come in different colours, materials and textures.

These new products are a valid alternative to the ceramic tiles traditionally used in the building industry, as they have numerous advantages including low environmental impact, antibacterial and anti-virus certification, and allow renovation without the costs and burden of demolition and disposal. However, the market is reluctant to this change from the standard techniques, even if new products come with benefits.

In this context, the Italian company is looking for new sustainable materials and building solutions that can work in synergy with its epoxy resins, to further enhance the sustainability of this product in the eyes of the customer.

The company is interested in collaborating with mature start-ups or scale-ups, under technical cooperation agreement, to co-develop proofs of concept (PoCs) or pilot projects to test and adapt the solution to its epoxy resins.

--- IMPORTANT: This technical cooperation request refers to an open innovation challenges program published on a separate online platform (b2match). If an organization expresses interest before the program closing date, it will be guided towards the open innovation platform.

During registration, interested organizations will be asked to select the challenge that corresponds with this technology request profile. If admitted to the programme, start-ups and scale-ups will benefit from training and will be able to create their (presentation) profile to connect with the companies in order to organize 1to1 matchmaking meetings.

The company will select the organisations that they would like to meet for the development of the solution.

The challenge closes on November the 30th 2021. Once the challenge is closed, expressions of Interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Italian food company seeks technological solutions for the automation and digitisation of the data gathering of greenhouse gas emissions in dairy barns

Summary

A leading Italian corporation produces and distributes milk and dairy products. The company is looking for innovative live auditing and data gathering solutions, at a minimum TRL 5, for the automation and digitisation of the carbon footprint assessment in dairy barns, within its supply network. The company is interested in a technical cooperation agreement. This request is part of an open innovation challenge.

| | |
|------------------------|---|
| Creation Date | 26 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRIT20211026004 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/63325ba5-5dc9-4706-b41d-435fd5a7e7a0 |

Details

Description

A leading Italian dairy and food corporation with global presence has an extensive milk supply network of 900 farms throughout Italy for yogurt, cream-based sauces, desserts and cheese).

One of the areas in which the company wants to innovate relates to greenhouse gas (GHG) emissions from dairy farms and the protection of biodiversity.

To date, checks and data collection from suppliers are mainly done on paper and through face-to-face interviews. This methodology has major limitations both in terms of scalability (inefficiency of the process) and the reliability of the data reported by the farmers, for which there is no verification mechanism.

The company wants to develop and implement a technological solution (mainly hardware) for the automation and digitisation of the data gathering process on greenhouse gas emissions, which derive mainly from feed, animal manure management, enteric fermentation and field crops.

To create this system, the company is interested in collaborating with start-ups or scale-ups, under technical cooperation agreement, to co-develop a pilot project.

--- IMPORTANT: This technical cooperation request refers to an open innovation challenges program published on a separate online platform (b2match). If an organization expresses interest before the program closing date, it will be guided towards the open innovation platform.

During registration, interested organizations will be asked to select the challenge that corresponds with this technology request profile. If admitted to the programme, start-ups and scale-ups will benefit from training and will be able to create their (presentation) profile to connect with the companies in order to organize 1to1 matchmaking meetings.

The company will select the organisations that they would like to meet for the development of the solution.

The challenge closes on November the 30th 2021. Once the challenge is closed, expressions of Interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

A Dutch hospital is looking for new methods and ideas to sustainably process their chemical waste liquids from their test laboratories

Summary

A large Dutch hospital, with various locations, implements a sustainable policy for their laboratory operations and is seeking partners with sustainable solutions and technologies for the liquid waste streams coming from their test laboratories. They are seeking solutions from industry or academia, that have some experience with labs, chemicals, recycling and environmental technologies to collaborate via technical cooperation agreement.

| | |
|-----------------|---|
| Creation Date | 29 September 2021 |
| Last Update | 04 October 2021 |
| Expiration Date | 05 October 2022 |
| Reference | TRNL20210927001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9332d9fc-90e0-4ffe-a723-759e3462199b |

Details

Description

A large Dutch hospital, with various locations, originated from a merger in 2015. By bundling knowledge and expertise, the hospital strengthens what they have been doing successfully for a long time, namely working together. By working well together they are able to bring individual care to exceptional quality. So that they can meet the challenges of the future even better.

One of the challenges concerns an intelligent and sustainable solution for the liquid waste streams from their test

laboratories.

Currently, polluted liquids from their laboratories must now be removed as expensive chemical waste. For instance, at their pathology laboratory the polluted liquids contain formalin, alcohol and/or xylene; the amount is approximately 70-80 litres per week. At another location, a clinical chemical laboratory, approximately 35 litres of liquid per week is disposed containing dyes and liquid chromatography residues.

Due to the increase in laboratory research and changing regulations, the amount of these liquids will only increase. The hospital has a policy for business and laboratory operations that are as sustainable as possible. However, the hospital lacks the expertise for environmental impact analysis and the technical and chemical knowhow, to introduce an alternative and endurable approach.

It is for this reason that the hospital is looking for solutions, ideas and partners, who could help them solving this challenge.

The basic questions is: "How can the hospital use chemical liquids in their pathology and clinical chemical laboratories more sustainably?"

Although out of the box idea's and solutions are welcome, the hospital suggests two approaches:

1. New laboratory techniques and chemical knowledge might avoid these chemical liquids by applying more sustainable liquids.
2. Purification and or recycling of the polluted liquids in the building of the laboratory before transport can reduce the amount of disposed waste streams.

The hospital aims for a technical cooperation agreement. When serving the purpose also other agreements can be envisioned.

Important desired characteristics are that the partner is familiar with:

- laboratory techniques
- chemistry / chemical technology
- recycling knowhow / (waste)regulations
- clean and environmental technology

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform from the 4th of October and will close on the 8th of November. If an organization does express interest in collaboration with this company before closing date, it will be guided through this open innovation platform and be introduced to the company's experts. Mind that posts on this platform are not confidential.

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

Partnering Opportunity

Profile status : Published

Technology Request

A Dutch healthcare organization seeks proven methods and technologies to apply telemedicine and e-health systems for a new service center

Summary

A Dutch healthcare organization - consisting of several hospitals - is looking for partners from the ICT / health industry and academic with expertise in developing or providing telemedicine and E-health technologies for preventing medical derailment of chronically ill patients. Cooperation is envisaged within a commercial agreement with technical assistance.

| | |
|-----------------|---|
| Creation Date | 18 October 2021 |
| Last Update | 28 October 2021 |
| Expiration Date | 29 October 2022 |
| Reference | TRNL20211004001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e445ed8a-e20b-473e-9c5c-b16cd2b6f66e |

Details

Description

A Dutch regional healthcare organization is one of the largest top clinical teaching hospitals in the Netherlands, with 3500 employees.

The current Dutch healthcare system is not future-proof to cope with the growing number of chronically ill people due to an aging population. The current care system is not flexible and effective, and rapidly pressurized, as has been demonstrated during the Covid pandemic.

The organization wants to prevent medical derailment of chronically ill patients through timely medical anticipation using home monitoring/diagnostics within a service center. Modern technology with a compatible platform for all disciplines can support the shift from hospital care to more remote care. But then the technology has to be 100% reliable, proven and safe.

The organization is looking for solutions (technologies and methods) and partners from the ICT / healthcare industry and academia, who have experience with developing and implementing telemedicine and E-health technologies for chronically ill patients. These technologies will eventually be managed by the (yet to be established) regional service center.

The partner could help the organization solving this challenge, through development and implement the telemedicine and E-health to prevent the medical derailment of chronically ill patients.

Cooperation is envisaged within the frame of a commercial agreement with technical assistance. Other types of cooperation and agreements may be considered, when fits the purpose.

IMPORTANT: This technology request refers to an innovation challenge published on an open internet platform. If an organization expresses interest before the closing date, it will be guided towards this open innovation platform. After registration on the platform participants can browse free through other submissions and engage in discussions. All submissions will get feedback by the company on this open platform. The challenge closes on 08-11-2021. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the SME's that will be invited for further contact to discuss cooperation possibilities aimed at the development of a solution. Once the challenge is closed, expressions of interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

Italian SME in the construction sector seeks Building Information Modeling software solutions for standardization of production process

Summary

An Italian company producing systems for air conditioning, heating, refrigeration and water, is looking for Building Information Modeling software solutions, at a minimum TRL 5, for the digitalisation, standardization and integrated management of the production process, and enabling the prefabrication of industrial plants. Partners will act under technical cooperation agreement. This request is part of an open innovation challenges programme.

| | |
|-----------------|---|
| Creation Date | 26 October 2021 |
| Last Update | 31 October 2021 |
| Expiration Date | 01 November 2022 |
| Reference | TRIT20211026005 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ae723a81-855d-4875-96f3-00e80e8bb40c |

Details

Description

An Italian company has been designing, building and servicing mechanical and electrical systems for air conditioning, heating and refrigeration systems, as well as water and sanitation systems, for over 50 years. It operates mainly in three sectors: facility management, global service and energy management.

The company has an important objective: moving towards prefabrication of industrial plants by standardising the production process. This change can be enabled by the adoption of both hardware and software solutions for the

digitalisation and integrated management of the various company's industrial process phases.

Therefore the company is looking for technological solutions based on Building Information Modeling software (BIM) which would act as the basis of the new production process.

The company is interested in collaborating with start-ups or scale-ups, from all over the world, to co-design a proof of concept (PoC) or co-develop a pilot project, under technical cooperation agreement.

--- IMPORTANT: This technical cooperation request refers to an open innovation challenges program published on a separate online platform (b2match). If an organization expresses interest before the program closing date, it will be guided towards the open innovation platform.

During registration, interested organizations will be asked to select the challenge that corresponds with this technology request profile. If admitted to the programme, start-ups and scale-ups will benefit from training and will be able to create their (presentation) profile to connect with the companies in order to organize 1to1 matchmaking meetings.

The company will select the organisations that they would like to meet for the development of the solution.

The challenge closes on November the 30th 2021. Once the challenge is closed, expressions of Interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

German manufacturer of medical devices urgently seeks contract manufacturer for customized sterile single-use syringe

Summary

A German manufacturer of medical devices is looking for a contract manufacturer for their specific sterile single-use syringe. The partner sought should have expertise in manufacturing of medical devices and should already work according ISO 13485 (certificate) and (ideally) MDR (medical device regulation). As the company will be legal manufacturer according to MDR, the partner needs to be prepared to share the technical files according to MDR requirements. A manufacturing agreement is sought.

Creation Date 06 October 2021

Last Update 26 October 2021

Expiration Date 17 January 2022

Reference TRDE20211001001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/da23b93c-29dd-432e-ab19-f4064b3c7739>

Details

Description

The German company is a manufacturer of medical devices and currently transferring to MDR. Since 2003, the company is in longstanding business relationships with multiple suppliers. For one of its products, an active medical device, specific sterile single-use disposable components in special dimensions are needed. The company therefore seeks a contract manufacturer who is capable of producing a sterile single-use syringe with special custom-made dimensions.

They are looking for a contract manufacturer with expertise in manufacturing of medical devices for a manufacturing agreement.

They prefer companies from Europe including Turkey.

The partner sought should already work according to ISO 13485 - certificate is a must - and (ideally) MDR. Technical drawings including in-detail dimensions will of course be supplied by the German company.

Only expressions of interest which fit hundred percent the requirements and indicated co-operation form are desired.

Partnering Opportunity

Profile status : Published

Technology Request

Italian company leader in the meat industry seeks partnerships within a commercial agreement with technical assistance or a license agreement aimed to improve its plants' energy efficiency

Summary

An Italy-based large enterprise active in the field of the meat industry is looking for innovative solutions for improving the overall energy management of its industrial plants. It seeks partnerships either under a commercial agreement with technical assistance or a license agreement.

| | |
|-----------------|---|
| Creation Date | 27 July 2021 |
| Last Update | 06 October 2021 |
| Expiration Date | 07 October 2022 |
| Reference | TRIT20210727001 |
| Public Link | https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/27dfec9c-f9f2-4de0-b961-0efc4b0d8aa4 |

Details

Description

The Italian company - located in the Lombardy region - is one of the leading players in the meat industry, operating both at the national and international levels.
It produces different types of cured meats:

- Salami
- Cooked ham
- Cured ham
- Mortadella
- Beef Bresola
- Pancetta Rolled

It has great expertise in the field, thanks to more than 100 years of experience.

The company is willing to cooperate either under a commercial agreement with technical assistance or a license agreement.

In both cases, the company is looking for partners interested in providing a technology aimed to improve the energy management of the factories.

It can rely on two large production plants where the processing of cured meats and their subsequent packaging take place.

The core of the request concerns the energy efficiency of the whole dehumidification process - highly energy-intensive - but essential for the treatment and transformation of meat.

Specifically, the dehumidification of the rooms used for the curing of salami and dry-cured hams in its factories takes place in two distinct ways:

1. A passage into successive coils: the humid air passes through a cold coil with a sufficiently low temperature to lower the latent heat and thus allow the moisture to condense on the coil surfaces. The dehumidified air then passes through a hot battery in order to restore the sensible heat and therefore the set temperature.
2. A passage into the dehumidifier: the humid air passes through a surface made of a hygroscopic material that absorbs moisture, which is then eliminated from the material by hot air. Because of this, the dehumidified air acquires sensible heat and therefore increases in temperature, so there is a subsequent passage through a cold battery that removes only the sensible heat.

Both systems are managed by dedicated software that intervenes on the valves of hot and cold fluids in order to ensure the efficiency of dehumidification with the lowest possible energy consumption.

Air diffusion occurs through forced ventilation to ensure maximum uniformity of distribution in the environment.

As for consumption, the company is equipped with a detection system on transformers that allows categorizing consumption, but it would like to enhance the accuracy. At the moment it is difficult to attribute precisely the consumption only dedicated to the air conditioning system.

The final goal of the company is to rationalize energy consumption during the meat dehumidification processes (which is an essential step in order to ensure a high level of quality of the cured meats) hence reducing costs and also energy waste for the benefit of the environment.

For these reasons, the company seeks partnerships either under a commercial agreement with technical assistance or a license agreement in order to access the abovementioned technology.

In case of a commercial agreement with technical assistance, the company must be assisted in-depth with the implementation of the technology and related issues, in order to train the allow the team to manage and use it correctly and fully.

In case of a license agreement, the company will acquire the licensed technology in exchange for a fee.

Furthermore, the company is available to join a partnership in order to participate in an EU-funded project focused on energy efficiency (for instance the LIFE call). It would make its plants available to test one or more technologies capable of reducing energy consumption, making the dehumidification processes smarter and more efficient, and at the same time reducing the environmental impact of its production chain.