

Partnering Opportunity

Profile status : Published

Business Request

A Chinese company seeks qualified partners who have automated external defibrillator products or technology and hopes to conclude supplier agreements

Summary

A Chinese company, specialised in automated external defibrillator (AED) original equipment manufacture and sale, is looking for technology partners with AED technology or products to collaborate under a supplier agreement.

Creation Date	11 August 2021
Last Update	08 September 2021
Expiration Date	09 September 2022
Reference	BRCN20210811001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/eef677cc-94c4-409d-926c-852825129f89

Details

Description

This Chinese company is a leading manufacturer and supplier of medical instruments products in China. Their medical industry base owns the complete ownership of the fixed assets, and is covering 26.35 acre. It has comprehensive buildings and supporting public facilities for medical instruments. Their medical instruments products include implantable pacemaker, external cardiac pacemaker, heart pacemaker etc. Particularly, this Chinese company has AED market sales channels including procurement channels of public medical emergency products in China, and its customers include many large hospitals in China. They have mature sales channels but

lack qualified AED products. Therefore, they are looking for global technology partners such as universities and R&D institutions with AED technology or qualified products, and hope to achieve supplier agreements.

Partnering Opportunity

Profile status : Published

Business Request

German entrepreneur is looking for shoemakers on basis of a manufacturing agreement

Summary

A German young entrepreneur is looking for professional shoemakers who stitch shoes in a traditional, handmade way. For the co-operation a manufacturing agreement is considered.

Creation Date	03 September 2021
Last Update	03 September 2021
Expiration Date	04 September 2022
Reference	BRDE20210830001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a82b5d12-5a83-489b-bf9f-2535b77cfbc8

Details

Description

A German young entrepreneur is searching for shoemakers who are able to stitch (sew) shoes by hand. The searched-for partner should be skilled in producing classical models of leather shoes (calf and/or suede). The searched-for shoemaker should also be able to produce these shoes with leather and/or rubber soles.

Shoes, stitched by hand, has been a business branch of the young entrepreneur's grandfather and father. He now wants to establish his own business. Hand-stitched shoes are an exclusive custom-fit product. The young entrepreneur reckons the market for such products to be present and a certain turn of sales to be reached.

At the moment, a number of shoes cannot be determined. It will depend on customers' orders, the potential shoemaker's abilities and skills, as well as on marketing the ideas of hand-stitched shoes.

Basically, the young entrepreneur is open for co-operating with shoemakers in European countries. As his grandfather and father had good experience with shoemakers in Portugal and the United Kingdom, the young entrepreneurs is interested in co-operating with shoemakers from these countries. Due to the proximity to Poland, the young entrepreneur would be interested in getting into contact with shoemakers there, as well.

Regarding the co-operation a manufacturing agreement is taken into account.

Partnering Opportunity

Profile status : Published

Business Request

A German company is looking for producers of card sleeves for cards in trading card games. For the co-operation a manufacturing agreement is considered.

Summary

A German company, active in merchandise of toys, games, decorations, and stationery, is looking for producers of so-called penny-sleeves or card sleeves based on a manufacturing agreement. The produced card sleeves should come in packages, carrying an EAN-code and the company's logo.

Creation Date	08 September 2021
Last Update	10 September 2021
Expiration Date	11 September 2022
Reference	BRDE20210908001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/20698539-4e6d-440d-93fe-10df7d934b94

Details

Description

A German company, active in the field of trading card games and merchandise of toys, games, decoration, and stationery, is looking for producers of so-called penny-sleeves (card sleeves) based on a manufacturing agreement.

Penny-sleeves are made for protecting collectors' cards against dirt, contamination, and bending. The searched-for sleeves need to be of a transparent material. The company needs these sleeves for all regular trading card

games (tcg).

The company is looking for potential producers who would be able to produce two models, a standard model and a model with a flap. (For a better understanding see attached pictures.)

Samples of the needed sleeves are available and will be shared during a first negotiation.

The production can start straight after having agreed upon material, costs, timeframe, and transport.

There should be 100 pieces of those sleeves in one package. On the packages, the EAN-code (European Article Number) needs to be imprinted. The company is also opting for having its logo/brand on the packages.

At the moment, the company cannot define the exact number of sleeves needed.

Partnering Opportunity

Profile status : Published

Business Request

Natural cosmetics retailer in Romania is looking for natural foods and cosmetics within distribution agreement.

Summary

A Romanian distributor of natural cosmetics, natural supplements and healthy food is looking for natural, ECO, BIO raw materials, foods and cosmetics to be sold in its own specialized store in Romania, based on a distribution agreement.

Creation Date	22 September 2021
Last Update	24 September 2021
Expiration Date	25 September 2022
Reference	BRRO20210922004
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/60d7e807-785f-41a8-b25e-ef9d26a61173

Details

Description

A natural cosmetics and foods distributor in the South East region of Romania is looking for suppliers of natural/ ECO/BIO raw materials and cosmetics and foods to be sold in its own store, based on distribution agreement.

The business request targets the following categories of products:

- different types and natural dietary products (plant extracts, teas and capsules consisting in one or a combination of vitamins, minerals, herbs or other botanical products, amino acids)
- natural nutritional supplements, vitamins (syrups, extracts, pills, tablets, capsules, liquids in measured

doses),and organic herbal tea;

- 100% natural cosmetic oils and related products that can be used in cosmetic products including personal care and makeup products, such as: cosmetic masks, hair and facial treatments, (all free of any synthetic chemical components)

All the above mentioned products should be in compliance with the EC directives and regulations for the consumers' protection against health risks.

The Romanian company is willing to act as a distributor for EU producers of the above mentioned categories of products.

Partnering Opportunity

Profile status : Published

Business Request

A Ukrainian company is looking for new suppliers of air conditioners under distribution services agreement

Summary

This Ukrainian-based company is currently supplying air conditioners and systems to the hospitality and leisure sectors within the Ukraine. The company offers a distribution services agreement to foreign manufacturers/suppliers, who wish to sell air conditioners in the Ukrainian market.

Creation Date	23 July 2021
Last Update	15 September 2021
Expiration Date	16 September 2022
Reference	BRUA20210702001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/3d81edb6-941c-4602-b105-2eaa01445a28

Details

Description

Established in 2009, this company based in Kyiv (Ukraine) operates in importing/selling/distributing/marketing air conditioners and condition systems. In its 11 years of activity in the distribution of air conditioners, the company worked with European manufacturers (Sweden, Italy, France) of air conditioners and systems, gained the necessary experience and developed a strong distribution network, especially its own e-shop.

The company is well established and has robust trading with many regional, national and multi-national clients.

The SME is interested in providing its customers with new products of foreign origin, that are still not available in

Ukraine, therefore the company is open to establishing the distribution services agreement.

The company is open to discuss products directly with the foreign partner that expressed the interest in introducing it onto the Ukrainian market (as exclusive distribution is also negotiable).

Partnering Opportunity

Profile status : Published

Business Request

Ukrainian manufacturer of cosmetics and perfumery is looking for manufacturers of perfume bottles

Summary

The Ukrainian company (Kharkiv region) is specialized in manufacturing perfumery (eau de toilette, eau de parfume, cologne) and cosmetics (creams, shower gels, shampoos, balms, lotions, shaving creams etc.)

The company is looking for suppliers (manufacturers) of perfume bottles: glass bottles with caps and spray pulverizers.

Creation Date	26 August 2021
Last Update	06 September 2021
Expiration Date	07 September 2022
Reference	BRUA20210826001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/05f9f724-299e-47ed-838e-4e099a4ffa13

Details

Description

Ukrainian company was launched in 1998 and started out with producing of 10 types of creams.

Production categories for now includes following products:

- Face and body care products (cosmetic creams, cosmetic oils, shaving creams, foundation creams, shower gels, liquid soaps)
- Cosmetics for children (creams, oils for care and massage, shampoos, bathing gels)
- Hair care products (shampoos, conditioners, masks,

hair sprays)

- Hygiene products (mouth rinses, antiseptic gels and lotions for hands and feet)
- Parapharmaceutical creams-balms
- Permanent hair dyes, eyelash and eyebrow dyes
- Perfumes for women and men

Approved certificates and standards that the organization possesses are ISO, DSTU (National Standards of Ukraine).

The company is looking for a suppliers (manufacturers) of glass perfume bottles with spray and cap.

Partnering Opportunity

Profile status : Published

Business Request

North East UK based sneaker care company is looking for partners to produce both existing and new product range via a manufacturing agreement

Summary

An established North East UK company who sell sneaker based care and display products to both business to consumer and business to business clients, is looking for manufacturers to help produce their existing product and add extra products to their range. The company now sells mainly within the UK and Europe, and is seeking to expand to the US in 2022. The company is also seeking to increase its current volume of units from 1000 to 50000 by 2023. Manufacturing and supplier agreements sought.

Creation Date 03 September 2021

Last Update 22 September 2021

Expiration Date 08 September 2022

Reference BRUK20210816001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/74886725-5157-4f14-9d96-1d0e9bae2c48>

Details

Description

Based in the North East of England, the company sells products domestically and internationally across Europe with the current manufacturing taking place in China. They are looking to bring this closer to the UK by sourcing new suppliers in a Manufacturing agreement in an effort to increase efficiency of their supply chain.

They currently order in batches of 1,000 units, looking to increase this to around 10,000 by 2022, and 50,000 by

2023. They currently have several retailers looking to purchase in bulk and cannot fulfil these orders due to poor supply chain.

Their main product is a plastic sneaker display box, with 6 plastic panels that build together easily, with one clear window attached by a hinge that can be opened and closed with a magnetic latch. Future products would be variations of this design, with differences in colour, size, dimensions and prints. They would also require packaging to be completed by the manufacturer.

The company started selling on a leading online marketplace, where they quickly sold out 4 times and were not able initially to keep up with the demand. They are looking to relaunch on the platform in the hope of continuing that success. However, they also have their own e-commerce platform where the majority of their sales come from. The co-operation type will be via a manufacturing agreement and or supplier agreement.

Partnering Opportunity

Profile status : Published

Business Request

A UK based refrigeration and heating, ventilation and air conditioning company is seeking a European manufacturer of refrigerated cabinets for use in UK supermarkets and retail shops.

Summary

This North East based company, with more than 50 years' experience of supplying to the UK market, now want to supply their own branded chiller cabinets and freezers. They are seeking innovative refrigeration solutions that prolong the shelf life of food and run in the most economical way possible from manufacturers (not suppliers) of refrigerated cabinets and freezers suitable for supermarkets, shop units, food retailers and convenience stores. Manufacturer agreement sought.

Creation Date	03 September 2021
Last Update	20 September 2021
Expiration Date	21 September 2022
Reference	BRUK20210813001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8a27a199-cd64-4eef-8d49-d12cc6735519

Details

Description

For more than 50 years the company has been supporting national UK supermarket chains and providing refrigerated cabinets, deep freeze cold stores and chillers, along with water chillers, air conditioning and close

Ref: BRUK20210813001

control HVAC systems.

For their main clients who are nationally based in the UK, the company is making a specific focus towards the supply and installation of refrigerated cabinets.

They are looking for external partners who can provide, under a manufacturing agreement, the following:

1. Multideck chiller cabinets in various sizes (1.875m, 2.5m etc) to operate between -2 degrees Celsius to +6 degrees Celsius.
2. Deep freeze well cabinets to operate down to -23 degrees Celsius in varying sizes.
3. Deep freeze cabinets to operate down to -18 degrees Celsius in varying sizes.

In support of the aforementioned items, there is a specific need for consignments of spare parts to accommodate the need of an unlikely failure to include:

1. LED light tubes and fittings.
2. Evaporator fan motors
3. Thermostatic expansion valves (mechanical)
4. Thermostatic expansion valves (electronic)
5. Door heaters
6. Trim heaters
7. Evaporator defrost heaters
8. System controllers
9. Shelves
10. Shelving brackets
11. Kick plates
12. P trap drain fittings
13. End walls solid
14. End walls mirrored
15. Canopies
16. Lighting ballasts
17. Temperature probes
18. Shelf lighting

The specific need for a manufacturing agreement is to be able to offer a broader service offering to the client base without the need to be furnished with third, fourth or even fifth parties as an external supply chain. The additional resource to clients will provide one solution to many obstacles, at a competitive tender rate.

With this solution the company expects that the quote to sales ratio will increase as a direct result, and they will undoubtedly improve the service offered to the client. An increase in market share will also create opportunities for further employment.

Partnering Opportunity

Profile status : Published

Business Request

A Bulgarian tour operator is looking for new tourist packages - a commercial agency agreement is offered.

Summary

A Bulgarian tour operator with many years of experience and a large client base is getting ready for the post Covid-19 pandemic rush for travel and is looking for international partners to sign a commercial agency agreement and offer their tour packages to tourists in Bulgaria.

The company is well known in the Bulgarian market for many years and has an extensive list of satisfied clients who have already started research on future vacations.

Creation Date	19 August 2021
Last Update	01 September 2021
Expiration Date	01 March 2022
Reference	BRBG20210819001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/83554ea8-05e6-4901-b0a3-efa07d3ec8fc

Details

Description

A Bulgarian tour operator with over 30 years of experience is looking for new international partners.

The Covid-19 pandemic has created an environment that suggests that there will be a huge demand for travel after the vaccines have been administered and the company has started to get ready for that demand. Inquiries from tourists for interesting destinations have already started and the company needs to update their portfolio of offerings.

The company is looking for destinations within the European Union and outside of it - mostly in Asia and Africa, but destinations in North and South America are also considered.

The company is servicing different groups of tourists ranging from young crowds, through families to cultural and business-oriented travellers.

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

The company is offering commercial agency agreements.

Partnering Opportunity

Profile status : Published

Business Request

A Bulgarian company selling online everything that is being used in HoReCa (Hotels, Restaurants and Catering) sector to worldwide business customers is looking for new suppliers from across EU

Summary

This Bulgarian SME offers the biggest drop shipping service in the HoReCa sector and is looking for reliable suppliers from across the EU for the concluding of distribution services agreements. Targeted partners are brand owners, manufacturers of any product being used in the HoReCa sector.

Creation Date	13 September 2021
Last Update	22 September 2021
Expiration Date	23 September 2022
Reference	BRBG20210802001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7e93924a-5cd6-4bbb-a86c-2d05231451b7

Details

Description

This Bulgarian company is founded in 2018 by a group of glass wholesalers. Main activity was to sell glassware but the company decided to enlarge the product range from drinking glasses to all products and services that are used by companies in the HoReCa sector and to offer them through online shop. The online shop represents the biggest drop shipping service in the HoReCa sector in Bulgaria with thousands of visitors from the hospitality

sector.

There are tens of suppliers (manufacturers and wholesalers) that are already working with the company with about 100 brands and more than 13000 products.

The actual categories on the website:

Hotel products - lotions, conditioners, oral care products, shampoos, shower gels, soaps, bathroom products, electronic locks, fans, hangers, heaters, luggage racks, room accessories, small appliances.

Buffet and Service products - ashtrays, baskets, buckets, buffets, cake trays, chalkboards & menu boards, dispensers, egg cups, napkin holders, sauce containers, serving pans, spatulas, table bins.

Disposable products - candles, cocktail decors, cones, cups, disposable tablecloths, garbage bags, gloves, kitchen rolls, napkins, pizza boxes, stretch films, takeaway bags, wet wipes.

Barware products - bottles, bottle openers, champagne buckets, coffee containers, cream siphons, glass coolers, ice breakers, knives, mixing cups, squeezers, thermometers.

Kitchenware products - baking pans, barbecues, chopping blocks, coffee pots, cream siphons, cutlery boxes, dishwashing products, graters, knives, pans, pots, casseroles, scissors.

Drink ware products - glasses for beer, champagne, cocktails, coffee, hot drinks, liqueur, long drinks, margarita, milk jug and multi-use glasses, glasses for ouzo, poolside glasses.

Cleaning products - bathroom detergents, bins (outdoor & ashtray), dispensers, dryers, fragrances, furniture polishers, kitchen detergents, laundry detergents, laundry softeners, sponges, toilet brushes.

Dinnerware products - deep plates, flat plates, meal trays, pasta plates, pizza plates, sauce containers, serving plates

Cutlery products - appetizer forks and spoons, cake knives, cheese knives, coffee spoons, dessert forks, fish knives, fruit forks and knives, fruit spoons, ice cream spoons, pizza knives, shellfish forks, soup spoons, steak knives, table knives, table spoons.

Food & Drink products - dried fruits and vegetables, nuts and seeds, alcohol, chocolate, coffee, desserts, mineral water, sauces, seasonings, syrups, toppings.

Packaging products - bottles, jars, lids & caps, nets.

Furniture & Decoration - candle holders, lamps, chairs, stickers, tables, vases.

Work wear products - chef jackets, chef trousers, footwear, hats, oven mitts, shirts.

Industrial Kitchen products - bone cutters, burger presses, cooking machines, cutlery polishers, filters, glass polishers, meat slicers, ovens, pan stands, pizza ovens, sausage fillers, stoves.

Biodegradable products - cups, cutlery, plates, platters, sandwich boxes, sticks, straws (flexible), straws (packed), straws (straight, takeaway boxes/containers, trays).

The company is located in Bulgaria but is serving customers in the whole world, especially in the European Union. The company offers to the potential partners to list their products on the website, without a physical showroom or shop, using the given MOQ (Minimum Order Quantity) by the suppliers while listing the products.

By attracting new partners, the company through the online platform will increase the range and types of products and thus will attract more visitors, and hence more customers to different types of products. By adding more partners, the platform will become more attractive and will increase the confidence of potential customers.

The partnership will be under distribution services agreements. Partners from whole EU are welcomed.

Partnering Opportunity

Profile status : Published

Business Request

UK-based AI Fintech company is seeking collaboration with partners to form a services agreement to trial and test their autonomous financial trading platform

Summary

An AI Fintech SME based in the UK aims to solve a significant unmet global need with its fully autonomous trading platform using advanced Artificial Intelligence models in the financial trading sector. It has the twin goals of increasing profitability and improving the work-life balance of traders.

The company is seeking collaboration with partners to form service agreements to test their autonomous trading platform in different market conditions.

Creation Date	24 August 2021
Last Update	13 September 2021
Expiration Date	14 September 2022
Reference	BRUK20210823001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8ef999a8-838e-48cc-99b0-085094b0c4ca

Details

Description

UK-based AI Fintech SME utilise Artificial Intelligence (AI) models through the application of advanced machine learning algorithms in a software-as-a-service (SaaS) cloud environment to automate financial trading.

Many financial traders operate in high-stress situations and make decisions that are affected by their emotions, which can lead to significant underperformance in the market. Therefore, the client has designed and built a fully

autonomous trading platform using advanced AI models that learn over time and gain experience without making emotion-driven trades would significantly increase the profitability of asset managers / holders and provide greater work-life balance to traders. Also, unlike other automated trading platforms, the platform does not copy human traders; rather, it uses deep learning for technical analysis and features selection.

The platform is a machine learning agent that maximises profits gained from trading in financial markets using state-of-the-art deep reinforcement learning algorithms. The program's agent has demonstrated significant potential during simulations and back-testing. Without any human intervention or supervision, it succeeded in achieving multiple folds of the initial investment per year.

The SME seek partnerships, perhaps with investment management and equity fund companies, to trial the platform and execute a Proof of Concept (PoC) in simulated live-trading conditions through a Service Agreement.

Partnering Opportunity

Profile status : Published

Business Request

Polish company is looking for suppliers of raw materials for production of dietary supplements

Summary

A newly established Polish company interested in introducing a new food product to the Polish market - dietary supplements is looking for suppliers of raw materials such as ubiquinone - Coenzyme Q10, D-chiro-inositol, pyridoxal 5-phosphate, Acetyl L-carnitine, d-chiro inositol for supplier agreement.

Creation Date	31 August 2021
Last Update	07 September 2021
Expiration Date	08 September 2022
Reference	BRPL20210827001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/24dfd0dc-3334-41e1-a3ea-e17f400d6906

Details

Description

This Polish company was founded this year in order to create an entity for new business activity. The owner of the company has many years of experience in manufacturing natural cosmetics and candles. The new products to be introduced to the Polish market are dietary supplements.

The company would like to establish contacts with producers or suppliers of ubiquinone - Coenzyme Q10, D-chiro-inositol, pyridoxal 5-phosphate, Acetyl L-carnitine, d-chiro inositol for supplier agreement.

For the beginning a company would like to order:

- 10 kg of ubiquinone - Coenzyme Q10,
- 75 kg of D-chiro-inositol,

- 5 kg of pyridoxal 5-phosphate,
 - 75 kg of Acetyl L-carnitine,
 - 30 kg of d-chiro inositol.
- A company is looking for new suppliers of raw materials under supplier agreement.

Partnering Opportunity

Profile status : Published

Business Request

A Dutch SME, is looking for supplier of in- and outdoor fitness equipment for the distribution in the Benelux & Dutch Antilles

Summary

A Dutch SME, specialized in the distribution of in- and outdoor fitness equipment and small fitness items, is looking for suppliers. The company has been an international distributor of various brands of fitness equipment. Its distribution is primarily focused on Belgium, the Netherlands, Luxembourg & Dutch Antilles and the company wants to further expand its supplier portfolio. The company is looking for new partners to conclude a distribution services agreement.

Creation Date	13 September 2021
Last Update	16 September 2021
Expiration Date	17 September 2022
Reference	BRNL20210901001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/290b248d-e403-49bd-90a1-ca0328e01382

Details

Description

A Dutch company is distributor of fitness equipment since 2007. The company has been successful since and wants to expand its portfolio of fitness equipment. Therefore, the company is looking for partners active in the development and production of in- and outdoor fitness equipment and small fitness items. The company concentrates its distribution activities on gyms, municipalities, swimming pools, corporate fitness centers and other relating parties.

The demand is increasing and the SME wants to extend its present portfolio with:

1. Indoor fitness equipment with the following description:
 - a. Conventional fitness equipment, these are equipment with a weight block on which 1 muscle is trained
 - b. Conventional fitness equipment DUAL, these are equipment with a weight block on which 2 opposing muscles are trained
 - c. Plate-loaded equipment
 - d. Cable motion and Jungle stations
 - e. Free Weights, Loose Benches and Racks
 - f. Cardio equipment consisting of:
 - i. Treadmills
 - ii. Upright bikes
 - iii. Recumbent Bikes
 - iv. Rowers
 - v. Cross-trainers
 - vi. Climb mill – Stair climber
2. Outdoor fitness equipment with the following description:
 - a. Resistance Power Equipment
 - b. Cardio equipment for outdoor use, treadmills, bicycles, etc. but with resistance
 - c. CrossFitt Racks
 - d. Calisthenics equipment
3. Small Fitness items from balls, tubes, weights, barbells, dumbbells to floors

For the abovementioned equipment the company wants to conclude a distribution services agreement with the envisioned partners.

Partnering Opportunity

Profile status : Published

Business Request

Danish design company seeks manufacturer for their high-end travel bags

Summary

A Danish SME, based in Copenhagen, has designed, and developed a new series of high-end travelling and toiletries bags. The company is looking for an EU-based company, able to produce their whole series of nine different models under a manufacturing agreement.

Creation Date	07 September 2021
Last Update	20 September 2021
Expiration Date	14 September 2022
Reference	BRDK20210907001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/f9d354ea-7602-4812-a4c5-5b71b0b51c4d

Details

Description

The Danish company was established in 2020 and has designed a series of nine travel and toiletries bags, including duffel bags, totes, rucksacks, cross-body bags and many others. All their products have a high-quality finish and are made from animal friendly polyurethane (PU) artificial leather materials and silk nylon fabric. All the products are crafted with great attention to detail and carry the company logo.

Due to long lead times from the current manufacturing partner, the company is now looking to move their production to a country based in the European Union. In the beginning, the batches will be smaller, but they will increase in time, as the brand gets more established both on the home market and abroad.

The potential partner should be flexible and have short delivery times and the production partner must preferably have experience with the production of high-quality PU leatherwear, particularly bags/luggage. The Danish company will supply the design files, but the potential partner should be able to source and supply the needed PU leather and ancillary haberdashery. The company is offering a long-term manufacturing agreement.

Partnering Opportunity

Profile status : Published

Business Request

Manufacturer for camper van bags sought

Summary

Austrian camping and van life competence center is looking for a partner to manufacture bags. The company converts transporters into cozy camper vans and sells camping equipment. The final prototype of the bag and patterns have been already prepared. The company is looking for a bag manufacturer within the EU under a manufacturing agreement.

Creation Date	01 September 2021
Last Update	08 September 2021
Expiration Date	09 September 2022
Reference	BRAT20210901001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d5514754-4105-4d99-bc6e-83d03fbf8732

Details

Description

An Austrian camper manufacturer is converting transporters into camper vans since 2017. The company is located in Wels, Upper Austria.

The resulting bag is meant to increase the storage room of our camper vans. The bag is equipped with special buttons so that it can be removed from the van. The idea is to pack the bag at home and then be mounted easily inside the van. It makes the storage room of our vans more flexible and versatile.

The final prototype has already been made and sewing patterns are prepared. Piping, zippers, and hollow rivets must be processed. 7 layers of fabric (about 300-400 g/m²) and webbings must be sewn.

The Austrian company is looking for sewing companies and bag manufacturers under the manufacturing agreement. The company has an internal development department for textile products that would work closely together with the manufacturer. The manufacturer should be able to produce other similar textile products, for example window shades, packing cubes etc. The company would like to cooperate with the manufacturer over the years and produce a variety of products in the future. The material would be provided by the Upper Austrian company.

Partnering Opportunity

Profile status : Published

Business Request

A UK company specialising in nutrition is looking for overseas partners under a supplier agreement

Summary

The UK company is an expert in the application of nutrition and lifestyle sciences to support optimum health, wellbeing and performance, and wishes to expand its offering of health products and supplements. The UK company is looking to expand its product range and is seeking overseas partners that would be interested in bringing their products in the UK under a supplier agreement.

Creation Date	07 September 2021
Last Update	09 September 2021
Expiration Date	10 September 2022
Reference	BRUK20210903002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e5233b6b-2416-4eef-ba33-918d8cef6e9f

Details

Description

The UK company has a range of nutritional supplements in their product portfolio and also provides bespoke nutritional consultancy services. They are heavily focused on nutrition for health, wellbeing and performance and are offering an innovative approach to providing corporate nutrition services. They are looking for partners who want to export their products to the UK under a supplier agreement.

The company has a wide network of nutritional therapists and concentrates on corporate companies looking to improve the health and wellness of their employees. They have a number of compatible partners offering other health and wellbeing services, being in a position to offer a complete health and wellbeing solution to companies.

The company is looking for new and innovative health products which must comply with all the relevant standards outlined in the technical specification sought. They are interested in a partnership under a supplier agreement. The desired outcome out of this collaboration is to have a reliable partner supplying the UK company with the health products on a long-term basis.

Partnering Opportunity

Profile status : Published

Business Request

A UK engineering and design company working in the heating, ventilation, and air conditioning industry is seeking manufacturers to produce its high-quality stainless-steel and brass pressure vessel equipment, valves, fittings

Summary

The UK company that is involved in the engineering and design of specialised and patented water treatment products for heating, ventilation, and air conditioning (HVAC) sector seeks manufacturers to produce its wide range of both stainless steel and brass designs under manufacturing agreement.

Creation Date	02 September 2021
Last Update	13 September 2021
Expiration Date	14 September 2022
Reference	BRUK20210902001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a5470c56-7905-4414-a214-bcf244286019

Details

Description

The UK engineering and design company that was founded in 2010 is passionate about water treatment and energy saving solutions for the heating, ventilation, and air conditioning (HVAC) industry. The company is agile,

Ref: BRUK20210902001

innovative and dynamic in its flexibility in designing on trend solutions.

It considers its mission to assist with the mitigation of global warming by offering long-term sustainable design and product solutions.

It designs and manufactures innovative, high quality water treatment equipment, smart controls and additives suitable for heating and cooling water systems in the commercial sector.

The company's annual requirement is in excess of 80 tonnes and 5,000 units of various sizes of vessel including valves and fittings. These include:

- 1) stainless steel pressure vessel – product information, drawings.
- 2) Stainless steel Y strainer
- 3) DZR brass Y Strainer

Manufacturers of pressure vessels and fittings are sought for manufacturing agreements.

Partnering Opportunity

Profile status : Published

Business Request

A Polish e-commerce company offers distribution agreement to the manufacturers of commercial products /gadgets that can act as a gift

Summary

Polish SME specializing in consumer products (e.g. leather goods, candles, air fresheners, lighters) wants to expand its portfolio with new unique products. The SME runs a B2C online store and as well sells through the most popular trading platforms. The company is looking for a contract for distribution services with manufacturers of unique products that can be sold as gifts. The company offers its services as an exclusive distributor on the Polish market.

Creation Date	03 September 2021
Last Update	14 September 2021
Expiration Date	15 September 2022
Reference	BRPL20210903001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8ed26f2b-96a4-481c-89f6-2f0677542bce

Details

Description

Polish SMEs established in 2010 specializes in the distribution of consumer products in Poland through their online store and popular e-commerce platforms. The company would like to expand its offer with new products. They are looking for new and unique products for distribution in Poland that will be sold as gifts.

The company will work with a manufacturer whose products meet the following criteria:

- they can be a gift, e.g. cosmetics, penknives, candles, etc. (they do not have to be in gift packaging)
- they are small

- they are unique on the Polish market (the company prefers exclusivity for distribution), but have a well-known brand on the manufacturer's market and other EU countries.

The company is open to various proposals, both from producers of single products in small quantities and from wholesale producers.

The company covers the entire territory of Poland and abroad (it effectively serves clients from various places belonging to the European Union). The company is the sole distributor of several foreign manufacturers. Since its inception in 2010, the company has handled thousands of transactions.

The company offers potential suppliers an agreement for the provision of distribution services, on the basis of which it is willing to enter into short- or long-term cooperation as a distributor selling products from other companies.

Partnering Opportunity

Profile status : Published

Business Request

UK designer and manufacturer of automation and materials handling equipment offers itself as a distributor or a manufacturer under license for overseas companies wishing to enter the UK market.

Summary

A UK company, a designer and manufacturer of automation and materials handling equipment, wishes to expand its offering and become a UK distributor for overseas manufacturers of similar compatible equipment, or to manufacture their equipment under license for sale in the UK. The company has an established manufacturing facility in the UK from where it sells its equipment both domestically and overseas.

Creation Date	19 August 2021
Last Update	01 September 2021
Expiration Date	02 September 2022
Reference	BRUK20210819001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/c25babbe-3ca8-448b-be78-226efa249a91

Details

Description

A UK company which designs and produces automation and materials handling equipment from its manufacturing site offers itself as a UK distributor for overseas manufacturers of similar compatible equipment wishing to develop their presence in the UK market.

Supplying to the automotive OEM industry, the company manufacture a comprehensive range of automation

machinery enabling their customers to manufacture and test their car components to the highest standard. The automation range includes wheel and tyre handling systems, bumper and tailgate assembly machinery, trim and rubber seal extrusion machinery and headliner assembly.

The materials handling machinery is sold predominantly to the brewing, food and beverage production industries and comprises of a comprehensive range of floor, overhead and specialist conveyors and pallet handling machinery. The company has its own manufacturing site and a highly skilled workforce including sales, software, mechanical and electronics teams, as well as being a distributor it also offers to manufacture compatible equipment under license. The company already provides automation and materials handling solutions to many industry sectors, including automotive, food and beverage, warehousing and logistics and manufacturing, thus offering a potential partner immediate access to many industry sectors in the UK.

The company would like to discuss in detail with its potential partners which compatible products and technologies they would distribute or manufacture. Ideally they would like to partner with other automation and material handling manufacturers who are looking to enter the UK market. They would be willing to sign a reciprocal NDA at the start of discussions ensuring confidentiality of both parties in disclosing their product range and development. This would contribute to ensuring the combined range of equipment did not compromise either party and show an unfair bias to its own products.

Partnering Opportunity

Profile status : Published

Business Request

European cosmetics and beauty brands sought by Chinese live webcast company for partnership via a distribution or commercial agency agreement

Summary

The Chinese high-tech enterprise is situated in Hangzhou, with core audio and video technologies and intellectual property rights. The company is a social entertainment live broadcast platform focused on a broad group of young and middle-aged users. With the rapid development of e-commerce over live-streaming, it is now seeking European cosmetics and beauty brands for cooperation via a distribution or commercial agency agreement.

Creation Date	08 September 2021
Last Update	22 September 2021
Expiration Date	23 September 2022
Reference	BRCN20210908001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5fe45264-3274-43a6-92c1-c55c040f38d1

Details

Description

Located in eastern Chinese city of Hangzhou and founded in 2012, the Chinese high-tech enterprise boasts of its core audio and video technologies and intellectual property rights. The company has branches in Beijing, Shanghai, Hong Kong, Los Angeles and other places, with its business expanded all over in China and to many countries in Southeast Asia, North America and Africa.

The company aims to empower various vertical industries such as entertainment, e-commerce, education, and

government affairs, etc. Since its development, by virtue of an audio and video interactive service platform based on Cloud computing and big data, it has successively obtained hundreds of millions of strategic investment in CNY from top investment institutions. The company runs live-streaming business separately focused on entertainment, e-commerce, education, business and others, and is committed to providing users with one-stop audio and video technology solutions through a rich product matrix.

The company is a social entertainment live-streaming platform focused on an extensive group of young and middle-aged users, using the talent skills of Internet influencer anchors as an entry point for operation, and continuously extending to lifestyles, culture, e-commerce and other fields. In 2016, the business expanded, and based on the methodology of connecting the anchors with the audiences, the company started to provide more user-friendly and easy-to-link interactive experience. Then it relied on the advantages in live-streaming entertainment and built a social e-commerce platform to cultivate a high-quality product supply chain system, opening up the channels of the e-commerce industry chain. Lady anchor groups are taken as the entry point to provide a one-stop platform with taste, quality and character for women, and major product categories cover beauty, clothing, shoes and bags, and snacks, etc.

The number of registered users on all the platforms of the company has exceeded 150 million, with more than 200,000 registered anchors and more than 600 cooperative brokerage companies. The company aims to take full advantage of the existing live-streaming system, deeply integrate e-commerce, corporate live-streaming and other business formats, and innovate the new ecology of entertainment plus e-commerce live-streaming service.

With the company's market research, online shopping in China of cosmetics and beauty products, especially such behavior via live-streaming is growing at a high speed. Therefore, it seeks to identify potential European cosmetics and beauty brands for cooperation via a distribution or commercial agency agreement.

Partnering Opportunity

Profile status : Published

Business Request

A French commercial company specialised in scientific equipment seeks advanced and basic microscopy systems from original manufacturer to be distributed in France, Belgium and Switzerland.

Summary

The French company specialised in distributing scientific equipment for pharmaceutical company, agro-food and life science academia seeks advanced and basic microscopy systems from original manufacturer under the frame of a distribution services agreement.

The company seeks a manufacturer based in Europe, Canada, United States and Asian countries.

Creation Date	16 September 2021
Last Update	24 September 2021
Expiration Date	25 September 2022
Reference	BRFR20210831001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/cfa81367-11b7-409f-b09a-d08f9fab0e9c

Details

Description

The company based in France is a distribution company focused in proposing bioproduction equipment with a speciality on cell culture and fermentation.

The microscopy systems requested require specific added value for customers working with cells, micro-

organisms or microalgae.

The company is looking for full systems, offering end-user direct functionality (e.g. hardware and software solution). The functionality typically starts with human machine interface for image capture, and image analysis (e.g counting, determine area of the object...). Basic systems are also welcome. It would be even better if the manufacturer proposes a system with consumables.

The company would be responsible for understanding the underlying technology behind the product and its unique selling points, and promote the product to the end customers in France.

They would supply technical and commercial feedback to the manufacturer. They would use their salesforce (1 technical sales engineer specialized in microscopy/optical technology) and their marketing strategy (inbound marketing & classical marketing).

The company has its own after sales service in-house, responsible of installing/training on the systems sold, after sales follow-u, immediate help through visit/hotline, and proposing maintenance contracts.

The company is looking for partners under the frame of a distribution services agreement.
The company seeks a manufacturer based in Europe, Canada, united states and Asian countries.

Partnering Opportunity

Profile status : Published

Business Request

German company specialized in the distribution of hair and fashion products is looking for hair, bathroom and massage accessories

Summary

A German company is specialized in the distribution of hair and fashion products. In order to enlarge its product range "Made in Europe", the company is looking for European manufacturers of hair, bathroom and massage accessories, to sell their products under a distribution services agreement.

Creation Date	24 August 2021
Last Update	06 September 2021
Expiration Date	07 September 2022
Reference	BRDE20210823001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e51af615-f630-4aa9-8c42-ea24ba26ea66

Details

Description

This German sales company for hair and fashion products was created in 1986. In the last 35 years the company has developed to a leading European distributor for hair and fashion articles. The company, present in more than 30 countries, is today market leader in Germany, Austria and South-East-Europe. In order to enlarge its range of products "Made in Europe" the company is searching for European suppliers for:

- Bathroom accessories (soap dispenser, soap boxes, tumbler, mirrors)
- Hair brushes

- Hair combs
- Hair accessories
- Cosmetic brushes
- Massage brushes and
- Massage tools.

The company is interested in business cooperation's with European manufacturers in order to distribute their products with the label "Made in Europe" via its own business platform.

Partnering Opportunity

Profile status : Published

Business Request

Romanian architecture design company seeks partners for outsourcing and subcontracting agreements

Summary

A Romanian architecture design company seeks partners specialized in planning and design of buildings and houses, in order to conclude outsourcing and subcontracting agreements.

Creation Date	06 August 2021
Last Update	07 September 2021
Expiration Date	08 September 2022
Reference	BRRO20210622001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/657a4d54-4ad7-46cc-b3d7-b0b39e1e1104

Details

Description

With over 15 years of experience on the market, the Romanian company has been involved in various architectural projects in the North-West and Center regions of Romania. The projects carried out so far have offered the Romanian company the opportunity to gain experience in the civil engineering field (planning and design of buildings and houses), project management and teamwork.

The Romanian company is active on the national market, providing quality services through experts in various architecture-related fields and clients represented by construction, design and/or architecture companies.

The Romanian company is looking for partners who could offer: *architectural design; *sustainable architecture (green building); *consultancy for architectural activities/consultancy and supervisions in building constructions; *plans and projects for buildings: managing all of the procedures regarding building permissions; *urban planning plans; *interior design.

Thus, the Romanian company is now expanding into foreign markets and is interested in concluding outsourcing and subcontracting agreements with European and non-European partners who would like to join the team and can offer one of the services the Romanian company has in the portfolio and mentioned in the previous paragraph.

Partnering Opportunity

Profile status : Published

Business Request

German SME specialised in planning, design and production of custom children's playground equipment is seeking distributors

Summary

A German medium sized company for wood sculpting with a focus on planning, design and production of custom children's playground equipment made of black locust wood is looking for distribution partners in Northern, Southern and Eastern Europe. Partners could be landscape constructors, installation companies or urban planners. The partner is expected to carry out the local business in close consultation with the German SME.

Creation Date	29 July 2021
Last Update	27 September 2021
Expiration Date	28 September 2022
Reference	BRDE20210729001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bbd4fc66-214f-41d6-998a-8819263fce97

Details

Description

The medium-sized company is located in the South of Brandenburg. They have been planning and producing individual, creative play equipment made of robinia wood since 33 years. Their sales network is very well established in Germany, in Western Europe they work together with long-standing partners and have sales partners worldwide as far as Japan and Australia.

They are currently in the process of stabilising their distribution in Europe and are therefore looking for further distribution partners in Northern, Southern and Eastern Europe.

Their partner companies usually take the customer's wishes, plan the units into the existing areas, and prepare offers and drawings for the clients. The finished units are collected and assembled by the partners themselves. The SME trains their partner companies either at their factory side or at the partners premises, depending on the requirements. A close and trusting cooperation is very important to the SME in order to be able to realise the projects satisfactorily.

Partnering Opportunity

Profile status : Published

Business Request

Polish manufacturer of ignition coils, valves and sensors, is looking for European suppliers of precision turned, deep drawn and die casting parts for small lot production.

Summary

The company from north-eastern Poland present on the Polish market since 2006 is looking for European suppliers of precision turned parts, deep drawn parts and die casting parts for small lot production. Cooperation is to be based on a manufacturing agreement or subcontracting. The company specializes in the design and production of coils, sensors and switches (e.g. temperature, pressure, oil level, fuel level, crankshaft speed and position, and ABS systems) for the automotive industry.

Creation Date	06 August 2021
Last Update	01 September 2021
Expiration Date	02 September 2022
Reference	BRPL20210802001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/06e3df73-2245-4e0d-8e97-2215072fe973

Details

Description

The company from north-eastern Poland is a leading manufacturer, distributor and seller of spare parts for motor vehicles in the automotive industry, both on the primary and secondary market.

The company has been present on the Polish market since 2006 and it operates from its headquarters in Bialystok.

The company is an expert in the design and production of ignition coils, variable valve timing (vvt) actuators, sensors and switches (e.g. temperature, pressure, oil level, fuel level, crankshaft speed and position, and anti-lock braking systems (ABS)) for the automotive industry.

The products they manufacture are used in passenger cars, trucks, construction and agricultural machinery, as well as heavy equipment.

Cooperation is to be based on a manufacturing agreement or subcontracting. Due to insufficient processing capacity, the company is constantly looking for subcontractors in Europe. Technical details of cooperation will be agreed between the companies after making contact.

Partnering Opportunity

Profile status : Published

Business Request

A Chinese medical company seeks manufacturing and analysis equipment from European market via a supplier agreement

Summary

This is a Chinese medical company specialised in research, production and trade of steroid hormones products. Due to the products and manufacturing upgrading, it hopes to find, via a supplier agreement, new production and analysis equipment suppliers from Europe to meet higher standards of drug production specifications.

Creation Date	02 September 2021
Last Update	14 September 2021
Expiration Date	15 September 2022
Reference	BRCN20210902001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/10a142d4-1291-4bf3-915d-6f1bb094e330

Details

Description

This Chinese medical company was founded in June 1999. It is specialised in R&D, production and trade of steroid hormones products. It also covers the development and production of steroid hormone pharmaceutical intermediates business. The company has plants of GMP approved standards covering 20,000sqm.

The company invests hugely in the development of new products every year, and has founded R&D and application technology department to support the production process. Moreover, it established long-term

cooperation relationships with more than 20 medical industry related universities and institutes of China. With those universities and institutes' help and support, the company has obtained strong capability for several key products R&D and manufacturing.

The company has a special quality assurance department, which is mainly in charge of the quality management of drugs in all production procedures. Moreover, the central lab is well equipped with leading and complete quality inspection facilities. Relying on well-operated Quality Control system, it has ability to produce high-quality products.

At present, due to the products and manufacturing upgrading, it hopes to find new manufacturing and analysis equipment suppliers from Europe to meet higher standards of drug production specifications.

Potential cooperation could be via a supplier agreement, but other cooperation method also could be in consideration.

Partnering Opportunity

Profile status : Published

Business Request

A Chinese company seeks architectural glass from the European market via a supplier agreement

Summary

This is a professional glass manufacturer and glass solution provider in China.

With the increasing demand for various kinds of glass products in the Chinese market, now it is looking for clear float glass, tinted float glass, and reflective glass from the European market. Potential cooperation could be via a supplier agreement.

Creation Date	09 September 2021
Last Update	23 September 2021
Expiration Date	24 September 2022
Reference	BRCN20210909001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bc015c65-9a24-4cc7-bd41-81bba4a0ea7c

Details

Description

The Chinese company was established in 2005. This is a professional glass manufacturer and glass & aluminum solution provider in China. This company is ideally set up to produce both high-volume and one-off specialty glass products cost-effectively and quickly.

Now it can supply a comprehensive range of products including tempered glass, laminated glass, insulated glass, float glass, mirror glass, aluminum windows & doors and curtain wall to satisfy the advanced design and engineering technical requirements of modern building envelopes.

It covers an area of 80,000 square meters and has an annual processing capacity of 1,500,000 square meter glass. The main equipment was imported from world-famous equipment manufacturers. The company has already got Europe CE, USA SGCC, IGCC, UK BSI, France Cekal and Australia CSI certificates for its glass and aluminum products.

Currently, the Chinese market has an increasing demand for kinds of glass products. The Chinese company annual production capacity can not meet local customer's requirement. So the Chinese company wants to seek clear float glass, tinted float glass, and reflective glass from the European market.

Potential cooperation could be via a supplier agreement.

Partnering Opportunity

Profile status : Published

Technology Request

Korean SME seeks a partnership with a company possessing Jet Injector technologies (Needle-Free Injectors)

Summary

A Korean SME, specialized in developing and manufacturing medical devices especially in dentistry, is looking for a partner who has complete Jet Injector technologies, which is also called 'Needle-Free injection'. The company wishes to introduce and utilize the technology with their own technical knowledge. The firm is seeking a partnership under license agreements and commercial agreements with technical assistance.

Creation Date	03 September 2021
Last Update	27 September 2021
Expiration Date	28 September 2022
Reference	TRKR20210818001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/15e0379a-f709-411a-a56c-da396b15aedf

Details

Description

The Korean SME, founded in 2017, is specialized in the production and development of medical syringes. The firm is looking for having a partnership with a company that has Jet Injector Technologies. With that cooperation, the Korean firm wishes to use the technology to create products suitable for not only dentistry but almost all drug administration areas in the medical field. They are seeking a partner who can provide a License Agreement.

A jet injector is a type of medical injecting syringe device used for a method of drug delivery known as a jet

injection, in which a narrow, high-pressure stream of liquid that penetrates the outermost layer of the skin (stratum corneum) to deliver medication to targeted underlying tissues of the skin ("cutaneous" injection, also known as classical "intra-dermal" injection), fat ("subcutaneous" injection), or muscle ("intramuscular" injection).

Benefits

The main benefits of 'Needle-Free Injection' are that this treatment is pain-free and does no damage to the skin as the existing needle does.

How it works

The jet stream is usually generated by the pressure of a piston in an enclosed liquid-filled chamber. The piston is usually pushed by the release of a compressed metal spring, although investigational devices may use piezoelectric effects* and other novel technologies to pressurize the liquid in the chamber. The springs of currently-marketed and historical devices may be compressed by operator muscle power, hydraulic fluid, built-in battery-operated motors, compressed air or gas, and other means. Gas-powered and hydraulically-powered devices may involve hoses that carry compressed gas or hydraulic fluid from separate cylinders of gas, electric air pumps, foot-pedal pumps, or other components to reduce the size and weight of the hand-held part of the system and to allow faster and less-tiring methods to perform consecutive vaccinations.

* piezoelectric effects: the ability of certain materials to generate an electric charge in response to applied mechanical stress.

Market Trend

Jet injectors were used for mass vaccination, and as an alternative to needle syringes for diabetics to inject insulin. However, the World Health Organization no longer recommends jet injectors for vaccination due to risks of disease transmission. Similar devices are used in other industries to inject grease or other fluid.

Partnering Opportunity

Profile status : Published

Technology Request

A French company specialized in feed supplements for horses is looking for plant suppliers

Summary

A French company which produces feed supplements for horses is looking for plant suppliers. Frequently they are looking for specific plants regarded as feed raw materials. For example, Sophora Japonica and Sarracenia Purpurea are currently sought. Commercial agreements with technical assistance are sought with such plant suppliers.

Creation Date	03 September 2021
Last Update	08 September 2021
Expiration Date	09 September 2022
Reference	TRFR20210903001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/13a69c96-4c6e-45c2-989f-b80e1c0905ac

Details

Description

The French company has been entirely dedicated to horse's well-being, health and performance for over 30 years. The company supplies veterinarians and horse owners with a very comprehensive range of solutions, tailored to all the situations a horse may encounter like medicinal products (including wormers), feed supplements, skincare or insect repellents.

The company takes part in research of innovative ingredients and works with manufacturers to formulate and produce the feed supplements. Frequently they are looking for plants considered as feed materials, according to their project. They are currently looking for Sophora Japonica plant (not extract), Sarracenia Purpurea plant,

vegetable alternatives to oils rich in omega 3. Nevertheless their needs can change very quickly, so all suppliers contacts are valuable.

Commercial agreements with technical assistance will be carefully studied with all suppliers able to provide those products. Indeed technical information on each ingredient will be needed to determine the best way to work together.

Partnering Opportunity

Profile status : Published

Technology Request

A Dutch company is looking for partners to sustainably measure, increase, preserve or restore the biodiversity around their infrastructural/construction projects.

Summary

A Dutch construction company is looking for partners who can help them to sustainably measure, increase, preserve or restore the biodiversity around their construction projects. The company is looking for industry/academic partners working in ecology/sustainability, data analysis and more, that has technologies, prototypes, services or other ideas such as physical products, a digital tool, or a completely different solution, for further development via technical cooperation agreement.

Creation Date	06 September 2021
Last Update	08 September 2021
Expiration Date	09 September 2022
Reference	TRNL20210901001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/4beadc23-b63e-40a5-be1e-297830c0d95c

Details

Description

A Dutch company is an independent family business and is specialized in the field of housing, utility construction and infrastructure. With € 1.5 billion in turnover and more than 2,800 employees, the company is in the top ten of companies in the Dutch construction industry.

It is well known that the biodiversity worldwide, including in the Netherlands, has been declining for some time, especially in construction areas. As one of the largest contractors in the Netherlands, the company builds many

infrastructural works. Their activities have a great impact on the environment and its biodiversity. The company already undertakes great efforts to minimize this impact, but it is still too little. It is now time for the next step: from the smallest possible negative impact to a substantial and positive impact. All this with the aim of leaving the environment even better than they found it. As a sustainable contractor, they would like to find a solution for this challenge.

It is for this reason that the company is looking for skilled partners in order to help them solving this important and global problem. A technical cooperation agreement is foreseen, however when the solution fits the purpose other agreement types can be discussed.

The major question is: "Can you help them with a solution to measure, preserve, restore and increase biodiversity during and after the execution of their infrastructure/construction projects?"

IMPORTANT NOTE: This technology request is part of an innovation challenge and is published on an open innovation platform from the 30th of August and will close on the 4th of October. 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 SME is searching for ideas and concepts that can be used to develop robust covers for tablets

Summary

A Dutch SME is an innovative developer of ICT products for the education, culture and healthcare sector. They want to develop robust covers for tablets that will be used by people with physical and/or mental disabilities. For this reason the Dutch SME looks for developers and manufactures who have ideas and concepts that can be used. The potential partner is able to develop a prototype and is also able to produce the cover in large numbers. A technical cooperation agreement will be provided.

Creation Date	16 September 2021
Last Update	27 September 2021
Expiration Date	28 September 2022
Reference	TRNL20210824001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/cdca8ed4-85ea-4e5a-8529-040ada9086c5

Details

Description

The Dutch SME has been active for more than 25 years in the ICT industry and have more than thirty employees, active in the healthcare, education, and cultural heritage. The Dutch SME is a leader in the field of multitouch technology and serious gaming and want to develop with partners jointly applications and products for a better life, more happiness, well-being and learning. For example, the Dutch SME created solutions to tackle low literacy and developed applications for the elderly, people with dementia and with intellectual disabilities.

Due to increasing demand for products for people with disabilities, the Dutch SME wants to develop a cover for

tablets that can be used by people with physical and/or mental disabilities. The products, which are currently on the market, like regular tablets, are easily damaged since the covers are less resistant to throwing, falling or even biting and beating. Currently, the Dutch SME has a tablet cover concept, which was developed in a graduation research, but it has not (yet) been worked out into a commercial product.

For that reason the Dutch SME is looking for developers and manufactures of tablet covers. The foreseen partner must have experience in the healthcare sector and assist the company with the creation of real life and suitable tablet cover.

The following ideas and requirements should be considered:

- The tablet cover should hide the control buttons of the tablet, so that the client can use the tablet without accidentally clicking something away / or turning off the tablet.
- A related psychological aspect is to avoid any stress or tension among the target group when using a tablet.
- Tablets must be robust for the target group and should be shock-proof, splash-proof and resistant to food residues or drinks.
- There are various sizes of tablets, so there is a preference for a universal version, but also a desire for individualization (comparable to smartphones).
- Safety and ease of use is important.

The Dutch SME is looking for innovative ideas or innovative tablet covers in development, that can help them in optimizing their concept and runs efficiently over in a production version the potential partner must be able to offer:

- An assignment to realize a prototype or pilot.
- Possibilities to test the prototype in production surroundings.
- Probability of a follow-up order, scaling up or lasting cooperation.

The Dutch SME wants to conclude a technical cooperation agreement.

IMPORTANT: This Technology 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. Interested 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 October 4th and closes on November 8th, 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 SMEs with whom they would like to cooperate in the development of a solution. Once the challenge is closed, Expressions of Interest for this technology request will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

A Dutch supplier to cheese retailers is looking for sustainable transparent packaging film technology

Summary

A Dutch family owned business that develops and sells supplies to cheese retailers wants to make its product range more sustainable. Their PVC transparent packaging film is used to cover and keep pre-cut cheese parts longer fresh in the shop. For this film they are looking for a sustainable alternative with comparable food safety and user characteristics within the framework of a commercial agreement with technical assistance. This request is part of an open innovation challenge.

Creation Date	23 September 2021
Last Update	29 September 2021
Expiration Date	30 September 2022
Reference	TRNL20210920001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bbd966fa-a597-4436-a59b-009532f1094b

Details

Description

A Dutch family owned business has been active in the development and sales of supplies for cheese retailers for more than 100 years. In the last 15 years the company has expanded internationally. Their product range consists of cutting, displaying, packaging tools and materials. In addition they also have a variety of table ware for consumers preparing and eating meals containing cheese. The company has the ambition to make its product range more sustainable which is also driven by current environmental regulations.

The specialist cheese shops, which can be regarded as their clients, apply a transparent polyvinyl chloride (PVC) cling film to cover, keep fresh and store pre-cut Gouda cheese. Due to environmental regulations PVC will not be

allowed anymore for this application. The company has been scouting for sustainable alternatives intensively. And the companies clients already tested transparent PE film but this proved not to be strong enough for the Gouda cheeses that have a sturdy crust. Also did the PE film not cling as good to the cheese as the PVC.

That is why the company is looking for a sustainable alternative that fulfils the needed food safety and user characteristics. More in detail should the foil be able to endure the direct contact with food for a longer time. Tear resistance, clinging properties and transparency should preferably be comparable to PVC. When it comes to sustainability the company is interested and open to a broad field of possibilities such as:

- Base material: preferably recycled or biobased material
- Recyclability: only monopolymer, no PVC, material must be recyclable not only in the Netherlands but also in Europe and US.
- Biodegradable could also be an option as long as it meets food safety standards.

The company foresees a cooperative pilot project to test potential sustainable film innovations with the foreseen partner and together with their clients. And tune the characteristics of the film technology to their specific needs, leading to a commercial agreement with technical assistance.

This technology request refers to an innovation challenge published on an online open innovation platform till Nov 8th 2021. Organizations are invited to express their interest before the closing date. Interested parties can get additional information on the platform and browse free through other submissions. However to contribute to online discussions registration is necessary. All submissions on the platform will get feedback by the company. Mind that posts on this platform are not confidential. Besides open discussions on the platform, sharing of confidential information will be made possible on demand.

After closing of the challenge, the company will select some organisations from the ones that they have met on the platform for an online meeting November 19th to explore cooperation possibilities. In case there is still need for additional solutions after closing of the challenge, expressions of interest will be treated in the traditional way.

Partnering Opportunity

Profile status : Published

Technology Request

An Italian network of enterprises is looking for technologies for the wireless charging of electric vehicles

Summary

A group of Italian companies in the electric mobility sector is looking for wireless vehicle charging technologies. This technology can overcome the problem of infrastructures in electric mobility. The cooperation will be carried out under commercial agreements with technical assistance, licence and technical cooperation agreements.

Creation Date	15 September 2021
Last Update	16 September 2021
Expiration Date	17 September 2022
Reference	TRIT20210906001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/fb432929-b3dd-49cf-8ffb-a1ddeb0cc726

Details

Description

This group of Italian companies is active in the electric mobility sector. They have close contacts with the company that deals with the construction and maintenance of roads in Italy and with various local authorities.

Their goal is to optimize electric mobility and in particular they are interested in wireless vehicle charging solutions. Wireless charging for electric cars is essentially an enhanced version of that used for smartphones, which is based on resonant magnetic induction to transfer energy between a pad, positioned on the ground, and another place on

the electric car. They also look for technologies for the development of asphalts that allow the optimization of the road surface, in order to make it more efficient for inductive charging.

Wireless charging will allow electric cars to connect to the electricity grid without the use of specific connectors. It will be possible to recharge the car from the garage floors or even when the vehicle is in motion, thanks to special systems located on the highways that allow wireless charging of the batteries while the vehicle is moving on the road.

In addition to the minimization of pollution and carbon emissions due to electrification, the technology has several advantages: it will allow a more efficient use of battery capacity, also optimizing charging times; minimization of battery size; increase usage because there will be no downtime due to vehicle charging; solves the elimination of range anxiety and dependency on battery performance; a shared platform for all electric vehicles reduces deployment investment; no charging station is required, saving land resources and visual hazards; allows to leverage existing infrastructure no need for new grid infrastructure and transformation stations.

The Italian company is looking for technology suppliers who will provide it with the necessary support to implement the technology under license agreements. If the technology requires assistance and services to implement it, the collaboration can take place under commercial agreements with technical assistance. In the event that the development of the technology is not completed, the group of Italian companies makes its know-how available to complete the development of the technology under technical cooperation agreements.

Partnering Opportunity

Profile status : Published

Technology Request

A Chinese company seeks advanced technology from European market for recycling use of decommissioned wind turbine blades via a commercial agreement with technical assistance

Summary

The Chinese company is specialised in R&D, manufacturing and marketing of thermal power equipment, environmental protection equipment, power plant auxiliaries, and coal gasification equipment in China.

In order to optimise sustainable recycling of decommissioned wind turbine blades and composites, it is looking for advanced technology for wind turbine blades recycling from the European market. Potential cooperation could be via a commercial agreement with technical assistance.

Creation Date	07 September 2021
Last Update	14 September 2021
Expiration Date	15 September 2022
Reference	TRCN20210907001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5ad94b1f-3a61-49f1-8abd-882345da3542

Details

Description

The Chinese company was founded in 1966. It is committed to providing the advanced equipment and the first-class services for energy and environmental protection industries in the world. It is a professional supplier of

Ref: TRCN20210907001

thermal power equipment, environmental protection equipment, power plant auxiliaries, and coal gasification equipment in China.

Currently, the company has produced the utility boilers with a total output capacity of nearly 349 million kilowatts and over 179,300 tons of power plant auxiliaries had been produced and sold to 28 provinces in China, reaching a 30% domestic market share. Furthermore, the Chinese company's products have been also exported to 30 foreign countries and regions.

Currently, the Chinese company is facing some technological problems for recycling use of decommissioned wind turbine blades. Composite materials are commonly used throughout the wind turbines manufacturing industry thanks to their good strength, long life cycle, and low weight properties. The wind turbine industry, in particular, consumes vast amounts of composites. As a natural part of the strong position within wind energy and manufacturing of wind turbines, the company handles a mass of waste from end-of-life wind turbine blades per year. The amount of waste is increasing as more wind facilities are constructed onshore and offshore, and many wind turbines have reached end-of-life state and are therefore dismantled.

So from a sustainable development aspect, the Chinese company looks for advanced technology, equipment and solutions for wind turbine blades recycling from the European market via a commercial agreement with technical assistance cooperation method.

Partnering Opportunity

Profile status : Published

Technology Request

A Chinese company seeks advanced technology from European market for dismantling wind turbine blades via a commercial agreement with technical assistance

Summary

This is a Chinese company specialised in R&D, manufacturing and marketing of thermal power equipment, environmental protection equipment, power plant auxiliaries, and coal gasification equipment in China. In order to optimise its service technology, it is looking from the European market for advanced technology, equipment and solutions for dismantling wind turbine blades. Potential cooperation could be via a commercial agreement with technical assistance.

Creation Date	03 September 2021
Last Update	10 September 2021
Expiration Date	11 September 2022
Reference	TRCN20210903001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9606bca8-ee7c-4f51-a0cf-2600a1508258

Details

Description

The Chinese company was founded in 1966. It is committed to providing the advanced equipment and the first-class services for energy and environmental protection industries in the world. It is a professional supplier of thermal power equipment, environmental protection equipment, power plant auxiliaries, and coal gasification equipment in China.

Currently, the company has produced the utility boilers with a total output capacity of nearly 349 million kilowatts

and over 179,300 tons of power plant auxiliaries had been produced and sold to 28 provinces in China, reaching 30% domestic market share. Furthermore, the Chinese company's products had been also exported to 30 foreign countries and regions.

Currently, the Chinese company is facing some technology problems for dismantling wind turbine blades. It looks forward to seeking advanced technology, equipment and solutions for dismantling wind turbine blades from European market. Potential cooperation could be via a commercial agreement with technical assistance method.

Partnering Opportunity

Profile status : Published

Technology Request

A Chinese company seeks bio-pesticide and bio-fertiliser technology from the European market via a commercial agreement with technical assistance

Summary

The Chinese company is a management investment company, which is mainly engaged in pharmaceutical and health-care, commodity trading, real estate investment, and financial services business.

Based on its business exploration, it seeks bio-pesticide and bio-fertiliser technology from the European market via a commercial agreement with technical assistance.

Creation Date	10 September 2021
Last Update	15 September 2021
Expiration Date	16 September 2022
Reference	TRCN20210910001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/8240c896-11d0-4548-91d1-ba865364162e

Details

Description

The Chinese company was established in 1993. It is a management investment company, which is mainly engaged in pharmaceutical and health-care, commodity trading, real estate investment, and financial services business.

Currently, it is a comprehensive pharmaceutical company with wide therapeutic areas, rich product lines and

advanced technology, providing hundreds of drugs and medicines, medical devices, active pharmaceutical ingredients (API), chemical intermediates, healthcare products and other related pharmaceutical products. Meantime, the company has a professional marketing system and a sales network all over the country. Multiple products have passed the European COS (Certificate of Suitability) certification and FDA (Food and Drug Administration) certification and have been exported to many countries and regions.

After more than 20 years of development, the Chinese company has formed a business model integrating R&D, production and sales. It develops traditional Chinese medicines, chemical medicines, biological medicines, medical devices as well as medical cosmetics, and jointly explores domestic and international markets.

For a long time, the Chinese company has been focused on the manufacturing, research and development of human medicine. Due to business needs and the adjustment of the company's development direction, the Chinese company expects to expand the pharmaceutical field to bio-pesticide and bio-fertiliser, looking for European bio-pesticide and fertiliser technologies via commercial agreement with technical assistance cooperation.