



International partnerships

# Business opportunities NEWSLETTER

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APRIL 2020

The Enterprise Europe Network helps businesses innovate and grow on an international scale. It is the world's largest support network for small and medium-sized enterprises (SMEs) with international ambitions.

The Network is active in more than 60 countries worldwide. It brings together 3,000 experts from more than 600 member organisations – all renowned for their excellence in business support.

Member organisations include: technology poles, innovation support organisations, universities and research institutes, regional development organisations, chambers of commerce and industry.



South-West Oltenia Regional Development Agency is a partner of the Enterprise Europe Network since January 2015 and aims to support SMEs in the South-West Oltenia region in order to exploit international business development opportunities.

For this purpose, South-West Oltenia RDA carries out several activities within the Ro-Boost SMEs Consortium – „Boosting Smart and Innovation-Driven Growth for Romanian SMEs”, aimed at increasing the competitiveness of SMEs in terms of innovative capacity, energy efficiency, dynamic partnership, capitalizing on the available funding.

Below you will find a series of collaboration opportunities in order to access new markets and internationalize your business. The Network manages Europe's largest online database of business opportunities. The EEN's platform was created to facilitate the conclusion of partnerships between entities in the European Union and other continents, as well, and it is the gateway for your business on international development markets.

The profiles have been selected from the EEN's database, which you can consult by accessing the following link: <https://een.ec.europa.eu/partners>.



### Singapore company specializing in healthcare and protective equipment seeks European distributors via distribution services agreement

**SUMMARY:** The Singapore healthcare and preventive protective equipment products company has been supplying domestic and international customers since 2010. The company specializes in supplying products such as breathing masks, dental guards and latex gloves.

**DESCRIPTION:** The Singapore company, which was established in 2010, has been supplying healthcare & protective equipment to customers in Singapore as well as the Asia Pacific region.

One of the products from the Singapore company is a smart breathing mask. Traditional mask are uncomfortable to wear and it becomes stuffy within a few minutes of usage. The smart mask filters at least 95% of all non-oil based airborne particles, including harmful air pollution such as PM2.5 particles, haze, volcanic ash and viruses. A smart valve is fitted on the inside of the smart mask that maximizes exhalation relief.

Another product from the company is the dental guard. It is an anesthetic aid during intubation. The dental guard is used to prevent injury and litigation. Intubation is the process of inserting a tube, through the mouth and into the airway so that a patient can be placed on a ventilator to assist with breathing during anesthesia or sedation.

The company also provides examination gloves. The gloves are tear and puncture resistant.

**PARTNER SOUGHT:** The Singapore company is seeking European distributor of healthcare & protective equipment. Partners with connections with medical institution such as hospitals and clinics in Europe will be considered.

**REFERENCE:** [BOSG20190903002](#)

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

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

**DESCRIPTION:** The established South West UK company has been supplying infection prevention, sterilization and decontamination solutions to hospitals and community centers (loan stores) for over 25 years. The company currently works across the whole of the NHS and with many private companies, serving the healthcare market, providing solutions for cleaning, disinfection and sterilization. The company's mission is to eradicate all preventable infections in healthcare settings.

Particular areas of interest are:

- Endoscope Reprocessing,
- CSSD Equipment (central sterile supply department),



- Hospital Wide Decontamination and infection prevention,
- Decontamination equipment for out in the community.

**PARTNER SOUGHT:** The company seeks partnerships with international companies to market their innovative and high quality products in the UK, in the areas of central sterilization department, endoscope reprocessing, or any other area of decontamination and infection prevention.

**REFERENCE:** [BRUK20190523003](#)

### UK manufacturer of portable electrostatic sprayers for use in effective disinfection, seeks business partners for distribution agreements

**SUMMARY:** This UK company is looking for business partners across many sectors for their range of portable touch-less electrostatic disinfecting spraying systems. The product is aimed at the commercial and infection prevention markets and is currently used in sectors such as schools and nurseries, cruise ships, hospitality, gyms, hospitals and many more.

**DESCRIPTION:** A UK company which manufactures touch-less portable electrostatic spraying systems is looking for business partners and distributors across Europe.

This product, a world first of its kind, uses revolutionary electrostatic technology where the spray solution is charged with electrostatics, meaning that the disinfectant will 'wrap around' the target in full 360 degree coverage, reach hidden surfaces and cover large areas quickly and effectively. The liquid is dispensed through portable sprayers which are lightweight and cordless so they can be taken anywhere. There are handheld and backpack models available and all are battery operated with four hours of usage time before recharging is required.

The product is easy to use and prevents cross contamination with no need to touch or wipe surfaces manually with rags or cloths. The sprayers are also differentiated from others on the market as they are fitted with an adjustable nozzle that can determine the micron size of the droplets it propels.

**PARTNER SOUGHT:** They would be interested to work with distributors in sectors such as healthcare, food manufacturing and cleaning or any other area where surfaces are expected to be completely free of germs and bacteria.

**REFERENCE:** [BOUK20190528001](#)



## An Israeli SME specializing in the activity under stressing situations of medical emergency has developed a CPR (cardio pulmonary resuscitation) feedback device and seeks distributors

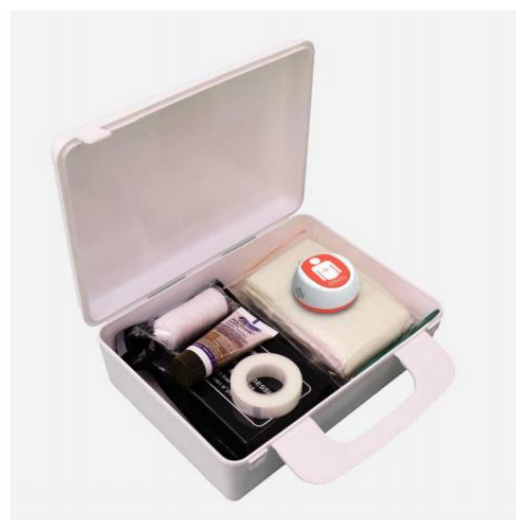
**SUMMARY:** An Israeli company professionally experienced in first aid and CPR activity aspects has developed a small convenient device providing feedback to a bystander/ untrained rescuer under lifesaving process. Advantages include easy use, simple performance, reachable, small size and low price, sleek design, etc.

**DESCRIPTION:** A young Israeli SME organized by highly qualified specialists in medicine, engineering, industrial design and marketing has developed a real time CPR (cardio pulmonary resuscitation) feedback device, which has become of interest to the American Heart Association. The product is intended to solve a problem of sudden cardiac arrest, which happens at home or elsewhere out of the hospital. The offered device gives real-time feedback on heart massage effectiveness during resuscitation. The device is easy to operate and intended for the general public, bystanders, lay rescuers and people without medical knowledge to perform CPR.

**PARTNER SOUGHT:** The company is looking for distributors with experience/ knowledge and contacts in medical community, especially first aid, defibrillator, resuscitation equipment, health guidance, medicinal and resuscitation guidance.

**REFERENCE:** [BOIL20180724001](https://www.boil20180724001)

First aid kit, small round CPR-device inside



## UK company are seeking a partner to develop a user-friendly platform for their existing chronic disease predictive model

**SUMMARY:** UK company that has developed a model that predicts future healthcare demands are seeking a partner under a technology cooperation agreement, to develop its model speed and enable it to be licensed out. Currently, the UK company has to acquire the data from the pharma/healthcare companies, analyse it and then submit the results back to them which delays the process. The technical enhancements will enable the pharma/healthcare companies to complete the input and analysis themselves.

**DESCRIPTION:** The UK company has developed a health predictive model which has been operating in the charity sector for the past 10 years is seeking a technology cooperation agreement with a partner to develop a user-friendly platform for their existing chronic disease model.

The aim of seeking a technology partnership is to improve the speed of the program and to provide support in the models development for the health tech modeling the development of the user interface written in C++, also expertise in AI health would also be beneficial.

**PARTNER SOUGHT:** Specific expertise would be around health tech with a user interface (written in C++) - Expertise in AI for health platforms with knowledge on how to integrate within existing platforms - The partner could be an enterprise, enterprise manufacturer, research centre or university.

**REFERENCE:** [TRUK20190823001](#)

## Austrian competence centre for excellent technologies in the healthcare sector seeks industrial and research partners for joint applications in European Funding Programmes

**SUMMARY:** An Austrian company and funded R&D centre develops innovative strategies for stroke prevention and rehabilitation. The research and transfer facility provides access to large healthy and patient cohorts, expert knowledge of conventional and tele-rehabilitation, motion analysis, user involvement, conduct and dissemination of clinical trials. The centre seeks partners under a research agreement to collaborate in relevant funding proposals such as Horizon 2020 ICT or AAL Call 2020.

**DESCRIPTION:** The Austrian company is a research centre on vascular ageing and stroke and is funded by a national programme to transfer scientific results into industrial applications. With scientific shareholders the company is a national competence centre in the field of stroke prevention and rehabilitation, which extends from motion analysis and prevention training to neuro-rehabilitation and tele-rehabilitation.

The company wants to participate in European Funding Programmes in particular in ICT and AAL calls. They are looking for partners/consortium for joint applications. Partners may benefit from the centre's extensive international collaborative network consisting of universities, companies, hospitals and health care organisations, to integrate clinical and implementation research with technology transfer and clinical translation. Through its access to large healthy and patient cohorts and extensive experience in patient and



public involvement, the centre may complement a consortium of partners from industry and academia. Its in-depth knowledge of health parameter monitoring, disease development and goal-oriented prevention strategies for achieving sustainable behaviour changes in at-risk populations could be interesting for partners applying for calls within the „health, demographic change and wellbeing” programme.

**PARTNER SOUGHT:** The Austrian company is looking for partners from industry and academia to apply for Horizon2020 funding calls addressing topics in ICT and Active Assisted Living (AAL). They are also interested in starting non-funded research cooperation with international academic and/or industrial partners.

**REFERENCE:** [TOAT20191218001](#)

### H2020 MSCA: German large company looking for researcher with expertise in collaborative robotics, autonomous vehicles, AI

**SUMMARY:** The Germany-based global leader in industrial trucks, related services and supply chain solutions is looking for a PhD/ experienced researcher from outside Germany to develop a joint MSCA IF Society & Enterprise Panel Research proposal for the call 2020. The joint project to be developed together shall be in one of the following fields: collaborative robotics, autonomous vehicles, AI (artificial intelligence).

**DESCRIPTION:** The researcher must have a profile in one of the following topics:

- collaborative robotic systems: manipulation and handling of objects, advanced machine-to-human interaction (human-robot, robot-robot), environmental perception/ cognition,
- autonomous vehicles/ systems: autonomous intelligent navigation and localisation, vehicle-to-vehicle communication, automation technology,
- Artificial Intelligence: image/ gesture recognition, smart learning robotic systems (machine intelligence, machine learning), data analysis/ analytics and algorithms.

The funding of an MSCA IF SE project is up to 24 months but the eventual duration of the project to be proposed depends on the research idea and the profile of the scientist and is subject to negotiation between the researcher and the company.

The role of the researcher will be to implement the research project at and with the company. In line with the MSCA IF SE call, he will be employed by the company for the duration of the project. The use of the IP to be generated and other technology transfer issues will be negotiated between the researcher and the company. Beyond conducting the actual research project, the researcher will also receive training in innovation and business development.

**PARTNER SOUGHT:** Individual researcher from outside Germany to develop a joint research proposal for the next MSCA call. The researcher would move to Germany for the duration of the project.

**REFERENCE:** [RDDE20191106001](#)



### Slovenian SME specialized in manufacturing of innovative mobile charging stations for public places is looking for distributors

**SUMMARY:** A Slovenian SME specialized in manufacturing of innovative mobile charging stations for public places such as shopping malls, casinos, ski resorts, camps, tourist information points, office buildings, etc. is looking for distributors.

**DESCRIPTION:** A Slovenian SME manufacturer of advanced mobile charging stations is looking for distributors. Company product charging stations with multiple charging points - drawers for quick charging of all types of mobile phones and other devices compatible with the connectors in each drawer. The user locks the phone securely to the device. While the cell phone is charging, it may perform an additional service. The target customers are: shopping malls, casinos, campsites, ski resorts, tourist information points, cafes, restaurants, office buildings, baths, spas, entertainment centres, educational institutions, hospitals.

Using the charging station itself is very easy. In the event of a low battery on the phone, the user is reached by a charging station located in a public place. It selects an individual free drawer and connects the cell phone with the appropriate connector. The drawer is locked with a 4-digit code that you specify. After a while, it returns and unlocks the drawer with the same 4-digit code.

**PARTNER SOUGHT:** The Slovenian SME would like to get in contact with distributors in a frame of signed agreement. The preferred focus areas of the ideal partner are public indoor areas such as: shopping malls, casinos, campsites, cafes, restaurants, entertainment centres, office buildings, ski resorts, baths, spas, universities. The task of the future partner will be selling of the mobile charging stations in the domestic market.

The partners should be companies with good knowledge of local market and public indoor areas such as: shopping malls, casinos, campsites, cafes, restaurants, entertainment centres, office buildings, ski resorts, baths, spas, universities.

**REFERENCE:** [BOS120200106001](https://bos120200106001)





## Portuguese company offers development, manufacturing and consultancy services in the field of turnkey solutions for industry 4.0

**SUMMARY:** Portuguese company, from Coimbra, offers services (through manufacturing or subcontracting agreement) for the development of turnkey solutions towards industry 4.0. Its human capital has long experience in terms of the technology and space industry in Portugal. It provides industry solutions encompassing all key steps in the value chain, enabled by a strong background, of more than 10 years, in project management and product assurance (automotive and space), precision machining and automation.

**DESCRIPTION:** The company offers development, manufacturing and consultancy services for industry solutions encompassing all key steps in the value chain, willing to develop turnkey solutions for industry 4.0.

It brings 15 years of experience encompassing production and project management in molds, automotive and aerospace industry, product assurance, production processes under research and development projects, 2D drawing and 3D modelling, programming and operation of CNC (computer numerical control) mills and lathes, non-destructive inspection and metrology. Furthermore, it also brings 16 years background in quality, namely quality management (automotive and aerospace industry), product assurance, metrology and quality control.

The Portuguese company offers its services in the following areas: industrial solutions – development and construction; industrial maintenance; reverse engineering; precision machining; welded structures; metrology; project management; quality assurance; non-destructive inspection.

**PARTNER SOUGHT:** The Portuguese company would like to establish partnerships with companies working in the automotive /aeronautical sector wanting to evolve their services and products towards industry 4.0, but lacking one or more of required capabilities to achieve such goal. Potential partners may be industry companies which are looking for partner/subcontractor for providing solutions for upgrading manufacturing process or solve internal production needs, namely in what refers: precision manufacturing, mecano-welding manufacturing and large parts manufacturing.

**REFERENCE:** [BOPT20190328002](#)

## A Polish company is looking for producers and suppliers willing to enter Polish market with their products under commercial agency agreement

**SUMMARY:** A Polish company acting as a commercial agency is offering services to foreign companies interested in entering the Polish market with their products. It is able to support entrepreneurs from any sector under a commercial agency agreement.

**DESCRIPTION:** A Polish company acting as a commercial agent is specialized in introducing all kinds of products to the domestic market and enabling their sales. Additionally, it is providing a broad range of services aimed at development of sales and market expansion through marketing and product development projects.

It offers sales intermediary services, customers' service and a full range of market and product development



services on the Polish market. The company has a wide range of contacts with wholesalers and access to e-commerce platforms and is able to provide services of marketing, finance, transport and law experts.

Company offers help in creation and implementation of new product introduction strategies on the Polish market, representation of client, solicitation of customers, management of customer services, preparation and conducting of negotiations in the name of its clients, intermediary services, organization of local offices and sales structures, creation and implementation of marketing strategies, support of logistics, customs and law processes.

The company is focusing on categories connected with direct and indirect sales and support of market development of industrial products and solutions from such sectors as automotive, offshore, high-tech, medical, food.

**PARTNER SOUGHT:** The company is looking for foreign producers and suppliers who are willing to enter Polish market with their products. Their main focus is put on new industrial technologies and solutions and novelty products that are not present on the Polish market. The company is looking for partners offering high quality products that are willing to expand their businesses to the Polish market. The company is not looking for food, chemicals or drugs producers and is not interested in handcrafted products.

**REFERENCE:** [BRPL20191209001](#)

### Company from North Macedonia manufacturing machine parts, tools and services is looking for suppliers of raw materials

**SUMMARY:** A Macedonia based producer of high quality machine parts, tools and services is looking for foreign suppliers of raw materials for production of metals, rods and profiles. The company is looking for partners under manufacturing agreement.

**DESCRIPTION:** The company has been privately owned and present in the Macedonian market since 1997. The company operates as an industrial company dealing with the production of machine parts, tools and services and their core activity is production of pneumatic and hydraulic parts by design, such as: cylinders, nuts, screws, valves, mutters, separators, inserts and prototypes. The company produces parts that are mainly used in automotive industry, machinery/machine production (machines and equipment), packaging, transportation, commercial vehicles, pharmaceutical and agricultural industry. Machines and technology used in the production process are highly innovative and advanced in peace with the newest trends on the market. In the production process different types of raw materials such as aluminum, steel, brass, iron, copper, bronze, plastic and some other specialized materials, are used in accordance to customer's demands. Besides being present at the national and regional markets, the company also has a long term established collaboration with well-known companies from Sweden, Germany, Hungary, Norway, and USA.

**PARTNER SOUGHT:** The company is looking for producers and suppliers of raw materials, more specifically metals, rods and profiles, that will meet their standard policy, quality and quantity. The company wants to establish partnerships on the basis of manufacturing agreement.

**REFERENCE:** [BRMK20191204001](#)



## Lithuanian company offers a measure to grow healthy plants and have an abundant harvest

**SUMMARY:** Lithuanian company is offering a complex that makes it possible to grow healthy plants and have an abundant harvest. This new product is composed of specific plant-derived compounds - bioflavonoids and an excipient complex. The company is looking to work under commercial agency or distribution service agreement.

**DESCRIPTION:** Lithuanian company has patented a special pure dihydroquercetin production. The invention relates to the field of chromatographic separation for medical and pharmacological purposes and the manufacture of food supplements, cosmetics and agriculture.

Fertilizer - is the complex impact of a measure that makes it possible to grow healthy plants and have an abundant harvest. This new product is composed of specific plant-derived compounds - bioflavonoids and an excipient complex. Flavonoids are naturally occurring chemical compounds in plants that are class used in the food industry, as food supplements and in the production of herbal medicines. Scientific studies have found that a natural antioxidant complex has a positive impact on the human body. However, fertilizer has a beneficial effect on soil and biochemical processes of these compounds in plants.

Natural antioxidants in relatively small amounts are found in all parts of the plant, as they determine the critical processes such as plant growth, rooting habit, nutrient uptake of elements, protection from germs, information transfer to other plants and in the symbiose with „the good” soil microorganisms.

Fertilizers have been successfully registered in Australia, Brazil, Serbia, Bulgaria, Mauritius, Kazakhstan, SAR and Kenia.

**PARTNER SOUGHT:** The company is looking to work under commercial agency or distribution service agreement. Potential business partners should have experience in agriculture field.

**REFERENCE:** [BOLT20190513003](#)

## A Turkish producer of wheat flour and wheat bran is looking for distributors

**SUMMARY:** Turkish company specializing in the production of wheat flour is looking for distribution agreement with the partners involved in the agrofood sector.

**DESCRIPTION:** Turkish company specializing in the production of wheat flour and wheat bran was established in 1981. The company exports its products to over 22 countries.

The main goal of the company is to broaden the geographical coverage, that's why it is looking for distribution agreement with the partners involved in the agrofood sector on the EU local markets.

**PARTNER SOUGHT:** Turkish company is looking for distribution service agreement with the partner involved in the agrofood sector on the EU local markets. Producer is interested in cooperation with partners that will be responsible for selling the company products and will inform the company about changes of the



main tendencies (the market conditions and the state of competition) on the local market.

**REFERENCE:** [BOTR20181024001](#)

### **Croatian company specialized in production of agricultural machinery and equipment for processing and drying of agricultural produce offers its services under manufacturing agreement**

**SUMMARY:** A Croatian company specialized in designing and producing agricultural machinery and equipment for goods transport, harvesting, drying, processing and packaging of medicinal plants and herbs, spices, tobacco and pumpkin seed oil for the food and tobacco industry is offering products from their own product lines and custom-made products under manufacturing agreement to interested companies or industry.

**DESCRIPTION:** The company is a leading Croatian company specialised in designing and producing agricultural machinery equipment for harvesting, processing, drying, and packaging of medicinal plants, with emphasis on chamomile, herbs, spice herbs, tobacco and oil mills for pumpkin seed oil. In addition to a number of their own product lines, the company offers custom-made machinery and equipment, tailored to the specific client's needs.

Other product lines by this company include: equipment for harvesting, processing and drying of tobacco, equipment for drying chamomile, fruits, vegetables, fruits, herbs, and tobacco, equipment for drying, processing and packing of olive leaf, equipment for heating greenhouses, halls and sport balloons, such as natural gas thermal generators, thermal generators on biomass fuel or firewood, and hot water boilers. Also, the company produces conveyors of all kinds (belt, screw, roller, vibrational, bucket, chain conveyors and pneumatic transport) and equipment for pumpkin seed oil production.

Through 11 years of experience in the field of production, the company gained knowledge and expertise in quality specifications and demands of these products. By constantly introducing innovations, the company increases the efficiency of their machines, so their products save time and money.

**PARTNER SOUGHT:** Companies, industry. Specific area of activity of the partner: Processing of medicinal plants and herbs, spice herbs, tobacco and pumpkin seed oil. Task to be performed by the partner sought: Companies or industry interested in manufacturing agreement for the production of agricultural machinery and equipment.

**REFERENCE:** [BOHR20170202001](#)



## An Israeli SME specializing in ERP (enterprise resource planning) solutions for textile and apparel industry is looking for commercial agency agreement

**SUMMARY:** An Israeli SME specializing in software solutions for management in clothing & textile industry is offering a new ERP-solution. Its greatest advantage is quick implementation (self-adaptation, with minimal adjustments) in any textile/ clothing production process management. The solution suits to both single and multi-stage production. It is platform independent (portable), advanced, web-based, cloud enabled, etc. The company is looking for commercial agency, distribution and services agreement.

**DESCRIPTION:** The Israeli company was established in 1987 aimed to develop and support an integrative information system for all types of textile & clothing industry.

The company managed the task and nowadays is a leader in its field due to its stability, 25 years in the market, largest textile & apparel install base, professional staff, industrial know-how, latest and widely accepted technology, a proven track record of the on-time on-budget delivery. No other solution at this level exists in the world.

Today the company offers a modern ERP (enterprise resource planning) system for textile & clothing industry in all fields of management. The system adapts itself to the clothing & textile process enabling quick textile system implementation by its definitions, with minimal customizations. The solution handles all processes of production, scheduling, planning, inventory, logistics and marketing. Every significant step in the textile & apparel supply chain is fully catered for. Besides, the solutions are on the latest technological level. The current software uses advanced Web standards like Java EE and XML to provide users with the latest advantages in supply-chain integration and IT. No other ERP provides a totally modern web-based, cloud-enabled solution for textile & garment industry.

### **PARTNER SOUGHT:**

- software houses interested in textile/ apparel field,
- agencies selling equipment/ machines for textile/ apparel field (e.g., dyeing, weaving machines, cut and sew machines/ equipment) on parallel presenting the company system,
- textile/ apparel companies looking for software solutions for management.

**REFERENCE:** [BOIL20181012001](#)



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