



International partnerships

Business opportunities NEWSLETTER

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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>.

For any further information or support, in order to promote your collaborative interests through the Enterprise Europe Network platform, please contact us by emailing office@adroltenia.ro and mihaela.lupancescu@adroltenia.ro.

New swim prosthesis developed by a German university

SUMMARY: A German university developed a swim prosthesis that is especially tailored to people with amputated upper limbs. It renders possible a good and healthy swimming experience by ensuring that there is even pressure on both arms while at the same time preventing wrong postures. The university offers license agreements.

DESCRIPTION: Physical disabilities can impair the swim technique and affect the body balance. Unfortunately, hardly any aids are available that enable satisfactory swimming for people with amputated upper limbs. The different swim paddles and prostheses currently available are not optimally adapted to the needs of prosthesis wearers.

In this regard, a German university has developed a novel waterproof swim prosthesis, which responds to these shortcomings. The device enables people with amputated upper limbs to swim with an even stroke of both arms in the water, because the swim prosthesis is designed in such a way that hardly any water resistance is experienced when the arms move forward. The prosthesis is characterized by a paddle-like swim element, which is pivotally connected to a fastener, reproducing the hand movements.

The prototype is available for demonstration.

PARTNER SOUGHT: The university offers license agreements to prostheses manufacturers who are interested in taking up this product for their portfolio. They should be interested in making use of the invention, further development of the invention and finally sale of the product.

REFERENCE: [TODE20200519002](#)

Singapore health supplement manufacturer seeks European distributors via distribution services agreement

SUMMARY: A Singapore health supplement manufacturer has developed a supplement that is designed to protect and strengthen the human body. The supplement contains no chemicals and it is a blend of 9 natural bioactive ingredients. The Singapore company is actively seeking European partners to sign distribution service agreements for this product.

DESCRIPTION: The Singapore health supplement manufacturer is a pioneer in telomere therapy in Singapore. The company is founded by an established entrepreneur with more than 20 years of successful experience in life sciences research. Telomere therapy is a treatment that slows or reverse the effects of aging. The Singapore company has developed a health supplement in the form of oral pills that does the same effect as telomere therapy. This product was developed with the help of the company's chief science advisor.

The supplement is a blend of 9 natural bioactive ingredients. The ingredients include deer placenta, curcumin, moringa, cistanche, olive oil, licorice, pumpkin seed oil, resveratrol & fermented berries, fruits, and vegetables.

PARTNER SOUGHT: Because of expansion, the Singapore company is looking for potential European partners in the health supplement industry. The potential candidate should be one that has network

in major European cities and is currently distributing health supplement products in Europe. The partner will distribute the Singapore company's product under the distribution services agreement.

REFERENCE: [BOSG20200117001](#)

Russian manufacturer of blood pressure monitors and pulse waves is looking for distributors

SUMMARY: A Russian company produces a line of a hardware-software complex for daily monitoring of blood pressure and ECG (electrocardiogram) of the third generation (with the ability to evaluate additional hemodynamic parameters). The company is looking for new partners from the medical field to conclude a distribution services agreement.

DESCRIPTION: The Russian company from Nizhny Novgorod was founded in 1994. From the very beginning of its activity, the company was engaged in the supply and service of domestic equipment for functional diagnostics. Currently, the 24-hour monitor is commercially available. Employees of the company ensure the stability of the quality of manufactured devices and continue to engage in further improvement of technology, design, algorithms, and functions, as well as the development of related equipment.

Russian company produces a hardware-software complex with digital recording of one-, two-, three-day ECG and blood pressure monitoring. This device is designed for continuous recording and recording of electrocardiograms, and periodic measurement and recording of blood pressure on freely moving patients. For contact with the patient's body, disposable adhesive electrodes are used.

The Russian company is looking for reliable foreign and Russian clients from the medical field to conclude long-term contracts. The company wants to continue to conduct tests in the field of medicine with partners.

PARTNER SOUGHT: Type – SME and large companies.

The foreign partner will buy Russian products for its further distribution among its existing clients portfolio and online networks. Field of activity: companies engaged in cooperation with the medical industry (from areas such as pediatrics, sports medicine) and electronic engineering.

REFERENCE: [BORU20200113006](#)

A specialized ophthalmology clinic from Serbia seeks agents to promote laser diopter correction services through commercial agency agreement

SUMMARY: A Serbian ophthalmology clinic is specialized for all kind of medical treatments and surgery interventions. It seeks for tourist agents in order to promote the services and establish cooperation in the field of medical tourism through commercial agency agreement.

DESCRIPTION: A Serbian company is the first refractive surgery center in South-East Serbia. Long-term ophthalmology development, accompanied by development of engineering, brought about the advanced process of laser dioptic correction.

The company disposes of ultramodern and the most spread world laser allegretto wave eye-q laser. This equipment was designed based on an idea that was once only imagined: a system with shortened surgery times, innovative and reliable eye-tracking, and a clear ergonomic concept. High-speed 400 Hz eye tracker adjusted to the high speed of the laser beam actively tracks the fastest eye movement and verifies location before releasing pulses. Thermal optimized shot distribution helps minimize the potential for thermal build-up. Cross line projector provides precise centration.

Together, these innovations allow the equipment to provide excellent clinical results in laser vision correction.

The company (clinic) requests tour agencies or tourist agency from abroad through commercial agent agreement to promote its services in the European countries. The clinic will offer complete tourist product. This implies the organization of transport, accommodation, surgery services and organized excursion in accordance with the health status of tourists.

PARTNER SOUGHT: The Serbian company is looking for tourism companies or tourist agents specialized in medical tourism. It is expected from the partner to have an experienced representative in field of medical tourism, who will promote these services abroad.

REFERENCE: [BORS20181129003](#)

A Bulgarian tourist service provider part of Travel Club is interested in common resource sharing partnership contracts under commercial agency agreement

SUMMARY: A Bulgarian company offers customized Travel Club (membership or any other form of access promising future travel benefits/services) services. The basic idea is to provide customers with the opportunity to visit unknown and exotic places on an all-inclusive basis, from their arrival until the end of their vacation. The company is interested in cooperation with tourist service providers in order to share common resources.

DESCRIPTION: A Bulgarian company part of Travel Club (According to the American Resort Development Association “Travel Club” means a membership or any other form of access promising future travel benefits or services (“Access”), including but not limited to vacation ownership rental accommodations, for either an advance fee and/or a recurring fee for said Access, and that is offering the Access as a stand-alone product independent of the marketing, sale or use of a vacation ownership plan or



exchange program) offers a wide range of activities based on their knowledge and expertise in tourist service provision.

It provides information on accommodation, sightseeing, advertising, planning and organizing of educational and science excursions, sports tourism, medical and health tourism, wellness and SPA, agricultural tourism, adventure trips, city tours, holiday and leisure activities for singles, families and groups. If necessary, the company can provide professional licensed guides for sightseeing and museum excursions as well as car rental services and airport assistance.

The company is willing to expand to other countries and regions and is looking for new tour operators and foreign travel agencies interested in proposals for adventure, health, wellness, eco and cultural tourism. It is open to sharing resources and is looking for partners under commercial agency agreements, creating a win-win relationship. Within the partnership the Bulgarian company will offer different and unique types of tourist services to potential partners.

PARTNER SOUGHT: The potential partners should be companies operating in the tourist sector (tourist or travel agencies, associations and organizations), to establish partnerships under commercial agency agreement in order to introduce company's product into new markets.

The partners' activities would be to bring their clients to Bulgaria for tourism, educational excursions, school excursions, conferences, seminars, medical & health purposes, agricultural and/or adventure tourism under commercial agency agreement.

REFERENCE: [BOBG20200228003](#)

Multifunctional software platform for the optimization of hotel operations

SUMMARY: A Greek SME IT company has developed an integrated hospitality platform for both individual hotels and multi-property hotel groups. It is specifically designed to optimize the internal communication, streamline hotel operations and provide better services to the customers.

DESCRIPTION: In most hotels the daily operations are done with the use of paper, e-mail and phone calls. Hundreds of hours are spent, the access to information is poor, and the level of satisfaction is low. Increasing efficiency, effectiveness and the cost reduction are some of the most important challenges that every hotelier has to face. At the same time, increasing the level of customer satisfaction, providing better services and increasing revenues are equally important issues.

The proposed platform combines specially-tailored modules in order to organize and track hotel operations, improve internal communication, optimize processes and provide better services to their customers. The biggest strength of the platform is that supports real time dashboard delivered to the user from multiple sources of operations (housekeeping, lost & found, financials, guest data & requests, task list, eforms, repairs). It comprises a single software solution with extensive functionalities that can make all the processes smoother and streamlined.

More analytically, it consists of two different but complementary mobile (based in iOS, Android) applications for the hotel staff and guests.

For the hotel staff, the application includes modules for faster and personal communication with the guests and better organizing, handling and streamlining the hotel's internal processes.

For the client the application provides various value added functionalities and services, such as immediate service requests (e.g. room service, taxi), booking engine for in-hotel services (e.g. spa, restaurants), hotel activities schedule, lost & found, push notifications about offers, excursions etc. and direct communication with the hotel staff (i.e. reception). It is free to use by guests of partnering hotels.

PARTNER SOUGHT: The Greek company is interested in delivering the solution to non-exclusive partners from the hotel industry (hotels, resorts) by establishing collaborations based on commercial agreement with technical assistance. The Greek company is looking for partners active within the hotel industry and/or accommodation services which are interested in automating part of their day to day activity and gain an advantage by offering guests personalized hotel services through a technological solution.

REFERENCE: [TOGR20200205001](#)

Innovative IoT technology (hardware and software) for remote patient monitoring and public safety

SUMMARY: A German SME has developed an holistic software and hardware platform for remote patient monitoring, emergency communication and other uses in various industries. The SME seeks partners, like medical supply firms or hospitals, as well as partners from other industries, interested in using this technology in the framework of a license agreement.

DESCRIPTION: A German SME active in the field of software and hardware development, has developed an application-based technology focusing on the needs of patients and medical experts in the area



of remote diagnosis and treatment. It is a customizable system that can address specific needs according to a partner's technical specifications and branding requirements. It can be used for self-monitoring, or e.g. by medical experts, hospitals, clinics, parents and care takers.

The system offers a holistic solution with integrated sensor and application technology, also permitting the integration of third-party specialized devices. While initially developed for chronic pain management, the system addresses diverse patients' physical conditions from regular monitoring of common vital data (e.g. heart rate, blood pressure, motion, oxygen level etc.) to rare diseases. The device can serve as a gateway for other data collected on the body and does not require a smart phone.

The system includes VoIP features and allows for real-time communication (video, audio and instant messaging) between individuals and care takers or doctors, children and parents, depending on user settings. In emergency situations the caller's location can be identified and forwarded to the emergency call center (Public Safety Answering Point).

The system integrates latest technologies of deep learning (AI), machine learning and data analytics. The value of the system lies in its customization. While it is currently primarily used for monitoring health conditions it is set up in such a way that it can also be adapted to monitor workplace safety, environmental data, smart city challenges, emergency situations and more. Also, data from third-party devices can be added.

PARTNER SOUGHT: The company is looking for distributors and companies with access to medical supply firms, hospitals, clinics and special-care institutions. Potential partners could also be online platforms which offer self-monitoring solutions to end users or media, drug and tech retailers. Future partners should be interested in buying a license for the customized hardware and/ or software, which they can use under their own label. The company is open to adapt the technology to other customer segments with matching the needs like workplace safety or environmental monitoring.

REFERENCE: [TODE20181109001](#)

Intensive hydrologic and ecosystem modelling to provide climate resilience, natural flood management and reduce agricultural risk

SUMMARY: A UK company has developed complex algorithms that model ecosystem-aware water-flow solutions mathematically and provides optimal solutions for farmers and landscape planners. The company's algorithms model catchments to identify nature-based solutions to problems such as flooding, erosion and drought. They are seeking agri-tech companies, farmers, and regional organisations to adapt their innovation towards finding new solutions, via commercial agreement with technical assistance.

DESCRIPTION: This UK company has developed a way of modelling ecosystem-aware, water-flow solutions mathematically, leading the sector in this innovation.

The company have specific expertise in modelling and mapping ecosystem services, especially those involving water. They use complex algorithms and state-of-the-art methods to show what interventions should be done and where to do them to meet client aspirations. Applications include:

1. Understanding current landscape function. This allows risk-rating of fields, allowing reverse auctions or other agri-environment payments to be weighted to ensure maximum ROI.
2. Prioritising new interventions. The algorithms rank all potential, natural interventions across entire regions for how effective they will be at solving local problems. This help target the right interventions in



the right places to protect farms against climate change, improve water resource supplies and enhance resilience of the landscape system.

3. Identify the most efficient places to create reservoirs or ponds. Identifying where capturing water for irrigation is likely to require least engineering, whilst also reducing flood and erosion risks.

4. Combining model outputs with other data to identify nature-based solutions to groundwater problems.

5. Qualifying or quantifying the benefits.

PARTNER SOUGHT: They are seeking a range of partners that might benefit from their modelling, including but not limited to, government rural departments, farmers, agri-tech, landscape planners, water supply boards and companies working in flood management, to adapt their technology towards new solutions via commercial agreement with technical assistance. The company will support the partner in adapting their software to the client's specific eco-system and provide ongoing technical assistance

REFERENCE: [TOUK20200331001](#)

An Armenian producer of different types of natural zeolite products is looking for distributors

SUMMARY: This Armenian company is specialized in production of different types of natural, modified/ activated, as well as bacteria enriched zeolite products. This is an innovative and perspective product that can be used in agriculture, construction, medicine, and other spheres. The company is looking for a distribution services agreement.

DESCRIPTION: The Armenian company was established in 2014. The manufacturer offers natural zeolite products. Zeolite is a mineral extracted from the mines of the Nor Koghb community, located in the north of Armenia. The plant, where the product undergoes further processing, is also located in the north of Armenia.

Zeolite is applied in the following areas:

- In agriculture, as an improvement of fertilizer and feed additive,
- For wastewater/ saline water treatment,
- In construction as a cement additive,
- In a number of innovative spheres of medicine,
- In other spheres.

High-grade crystalline zeolite extracted from the mines belonging to the company is processed in a factory in the north of Armenia. In order to be used as a catalyst and adsorbent, the products produced by the first stage are further modified to be used as a filter for odor absorption, radioactive wastes cleaning, as well as for wastewater treatment. In the advanced form, for the ion exchange and cleaning function, a special type of bacteria is also used, for which the medium can be zeolite of a very small fraction.

PARTNER SOUGHT: The company is looking to cooperate with distributors of products used in agriculture, medicine, wastewater/ saline water treatment, and other spheres under a distribution services agreement.

REFERENCE: [BOAM20200212001](#)

Tuscany company that produces premium quality and organic extra virgin olive oil is looking for distributors, importers and commercial agents

SUMMARY: Tuscany company located in Arezzo is looking for distributors, importers and commercial agents located in Europe. The company has been producing high-quality extra virgin oil since 1960. The company is equipped with technologically advanced machines.

DESCRIPTION: A family company located in the Valdichiana district, between Cortona and Monte San Savino, in Tuscany, produced high quality extra virgin oil. The farm has diversified its products concentrating on the oil mill and the production of extra virgin olive oil. Olive groves are extended over an area of almost 4 hectares, subdivided in the typical cultivar of the zone, that is leccino, frantoiano and moraiolo.

The company has implanted new olive trees according to modern and innovative techniques, in order to be able to use machines for some stages of processing.

In the production the company has 4 types of oil:



- intense fruity;
- medium fruity;
- igp (protected geographical indication);
- biological-organic.

The bottle size is 250 ml, 500 ml, 750 ml, 1000 ml. The tin size is 1 litre, 3 litres and 5 litres.

The production process of the company guarantees high standards, from the state of health of plants constantly monitored by the work of agronomist. The olives are worked in the mill over 24 hours to safeguard the integrity of the aromatic and phenolic components, with cold extraction, and last but not least the plant is equipped with a line for bottling and storage under nitrogen to guarantee the organoleptic characteristics of this oil. Part of the oil produced from the farm is organic.

PARTNER SOUGHT: The company is looking for importers, in particular commercial agency agreement or distribution services agreement.

REFERENCE: [BOIT20200113001](#)

Portuguese producer of typical Madeira bread is looking for commercial agency or distribution services agreement

SUMMARY: A Portuguese company from Madeira Island, specialized in the production and commercialization of traditional Madeira bread named „bolo do caco” and also a variant that produces in the city of Fátima, is interested in selling these two kinds of breads abroad, through commercial agency or distribution services agreements.

DESCRIPTION: This Portuguese company based in Madeira Island, established in 2013, has a snack bar located in Madeira and has a branch in Fátima, Portugal mainland, with a bakery and a restaurant. The company is specialized in the manufacturing of regional products, namely the traditional „bolo do caco” and a variant with more ingredients. The company produces both in Madeira and in Fátima.

The company is certified by the Madeira brand for the traditional „bolo do caco”, having also patented the new product (the variant of bolo do caco). The recipe used for the traditional „bolo do caco” is from previous generations of the family of the company’s owners. It is mostly handcrafted, with natural products that are whenever possible purchased directly from agricultural producers, including sweet potatoes, and wheat flour.

The company emphasizes the authenticity of the product, since it is based on an old traditional recipe, and all company staff has a training course.

With regard to the most innovative product, it is a variant of „bolo do caco” that includes olives, olive oil and aromatic herbs, especially from Ribatejo (a province of Portugal) and there is also a concern to use natural and healthy ingredients. This product is patented. The company has a production capacity of up to 9000/10000 units of each product per week.

PARTNER SOUGHT: The company wants to distribute its products through commercial agency or distribution services agreement. More specifically, it is looking for food product distributors with good distribution networks, supermarkets, and restaurants, among others. Since the product is frozen after its production, potential partners must be able to maintain the product’s condition until the end customer.

REFERENCE: [BOPT20200127003](#)



A Czech company providing high tech solution for product leakage detection is looking for new commercial agencies in Hungary, Croatia, Bulgaria, Romania, Slovenia and Turkey

SUMMARY: The Czech middle size company developing, manufacturing and implementing extremely precise and sensitive testing systems for leak detection, is looking for trade agents with a good knowledge of the local market customs and companies in Hungary, Croatia, Bulgaria, Romania, Slovenia and Turkey.

The company is well-established and well-known on the Czech and Slovak market and is experienced in international cooperation. It is offering cooperation based on commercial agency agreement.



DESCRIPTION: The company was established in 1991 and it employs more than 100 people. The company provides various laboratory testing services. It is also commercial agency for high-tech laboratory equipment of several well-known brands for many years; this activity also includes service and training for users.

The company also develops, manufactures and sell own dedicated high-performance helium leak detection testing systems for product leakage measurement. This activity started in 2009, the company has implemented tens of these systems so far in various countries all around the world, mainly in automotive area.

These systems (stations) are designed for industrial applications in serial production as well as for R&D applications and always respect the technical specifications and customer's requirements.

Leak detection is required in variety of application across the several industrial segments:

- Automotive – roughly 150 car components need to be tested for leakage,
- Pharmaceutical – many of pharma containers and packages as vials, syringes, blisters are leak tested,
- Medical devices – e.g. pacemakers, insulin pumps, cochlear implants are being leak tested,
- Gas equipment – leakage of various valves for example medical gases,
- Aluminum casting – aluminum battery housing in electric car is typical application nowadays,
- Food containers and packages – e.g. hams and sausages, juice packs, carbonated beverages.

There are several methods used in leak detection. The most sensitive method that is used is so called Helium vacuum integral test. The company is implementing this type of the test method in its testing system.

Main general properties of the company's testing systems:

- Flexible modular system,
- Optimized design of a vacuum chamber to meet requirement of customer application,
- Modular controlling system PLC/PC,
- Tailored software for application,
- CE certification,
- Non-destructive testing.

PARTNER SOUGHT: The company would like to find commercial agents with proven good knowledge of the local market and sector, where this solution can be applied – automotive, pharmaceutical, medical devices, gas equipment and aluminum casting. It is expected that agents will be small or medium sized companies.

The agent sought should promote the described solution in its territory within the agreed sector with support of the company. It is not expected that the agents will implement the solution by themselves,

because implementation is a complex process requiring vast knowledge and experience.

The company is ready to discuss all conditions of cooperation including size of territory, exclusivity, minimal annual sales goals, commission etc. The goal is to have well working partnership based on win-win approach.

REFERENCE: [BOCZ20200521001](#)

Czech company specialized in industrial automation and robotics offers to be a subcontractor to clients from automotive, electro, healthcare and other industries

SUMMARY: A Czech company specializes in design, development, production and maintenance of robotics system, automated production lines, single-purposes machines. The implemented technology is always custom-made according to client requirements. The firm offers itself to become a subcontractor.



DESCRIPTION: The Czech company was founded in 1999. From the beginning, the company has focused on development, design, manufacture and installation of single-purpose machines, robotics and automated production lines either newly built-in or in already existing production technologies according to the clients' requirements. The company concentrates on semi-automatic or fully automatic technologies. This includes all stages of customer care: from identifying the customer's need, through the development and design of concept, detailed elaboration finalized by 3D study presentation, up to production, installation of technologies and all related supporting services and maintenance.

The company also produces single-purpose machines and standardized assembly lines, manipulators and testing equipment based on the customer requirements.

90% of all company's production is intended for automotive sector, e.g. manufacture of equipment for automobile cable production or specialized technological equipment for the installation of the car's front panel. For other industries there are i.e. the line for the production of injection needles or aerosol valves.

The final concept complies with the requirements of standards in the sector. The company meets the quality and certification requirements of customers from the automotive, electro, food-processing industry or specifically e.g. from healthcare or pharmaceutical industry according to ISO 14 644 regarding cleanroom standards.

The company is already well-established on the European market and from the beginning is internationally oriented and is constantly looking for new contacts abroad. Based on previous experience and business strategy, it offers cooperation under subcontracting agreement.

PARTNER SOUGHT: The potential partner should be a manufacturing company (regardless the size) looking for more effective production processes by using new automatic production lines or state-of-the-art single-purpose machines. The expected cooperation would be based on subcontracting agreement. The sector is not a limiting factor; the Czech company has previous experience with foreign companies from automotive, electro, construction, food, pharmaceutical and healthcare industry.

REFERENCE: [BOCZ20190418001](#)

A Lithuanian company, specializing in metalworking, shipbuilding and repair, is looking for new partners to grow their business internationally working under outsourcing, service, and subcontracting agreements

SUMMARY: A Lithuanian company that provides services on a wide range of vessels and mega-yachts, together with carrying out projects for the industrial sector, is looking for new partners to expand their business. The company is interested in finding partners that are already working in the shipbuilding industry to work under outsourcing, service and subcontracting agreements.

DESCRIPTION: The company started to operate in Lithuania in 2015 and since have gathered a vast amount of domestic and international experience working with marine vessels, shipbuilding and repair, as well as industrial and commercial buildings. Company consists of two main divisions: industrial and marine.

The company's main activities are:

- Pipefitting and equipment installation (HVAC - heating, ventilation and air conditioning, welding, various type pipe fitting applications, pumps, valves and other equipment installation);
- Outfitting (seating for equipment, support systems for cable lines, mounting of fastening elements, watertight doors and hatches, ladders, guard railings and other structure components);
- Insulation and coating (welding of steel or aluminum spindles, insulation of pipelines and exhaust pipes, thermal, acoustic, fire and sprayed insulation, cladding work, metal sheet covering).

The company is seeking an outsourcing agreement in order to find new, cost effective facility, to expand business. Also, there is a possibility for long-term service agreement, such as: interior outfitting (flooring and decking, wall and ceiling panels, stainless steel railings, floating floor installation); furniture installation (marine furniture and equipment for all types of rooms, galley furniture, sanitary equipment, special equipment).

PARTNER SOUGHT: The company is looking for cooperation with industrial partners that are operating within shipbuilding industry. The company offers to open a retail shop, or warehouse facility in strategically good location and its services to the companies operating within the shipbuilding industry (shipyards, ship-owners, engineering companies, etc.) and to work under service agreement.

REFERENCE: [BOLT20181228001](#)

A Lithuanian metalworking company is looking for foreign partners to work under manufacturing, subcontracting or distribution service agreement

SUMMARY: A Lithuanian metalworking company is operating as manufacturing, repair, design and engineering service provider. The company is offering to cooperate with metalworking sector companies, interior designers, real estate developers under manufacturing, subcontracting or distribution agreements.

DESCRIPTION: A Lithuanian organization that has been founded in 2011 is specified as a modern metalworking company providing wide service including manufacture, repair, design and engineering. The



company's main services are:

1. Metalworking.
2. CNC machining.
3. Custom manufacturing.
4. Mass production.
5. Valve (or other pressurized equipment) repair and testing.
6. Metal processing and installation.
7. Welding and assembly.

The company team consists of ambitious, competent, highly qualified and experienced professionals, who are capable of executing the most complex and challenging projects.

The company's main advantage is their knowledge, experience and flexibility. The company is equipped with the both conventional and CNC machinery which allows manufacture complicated details with great accuracy. Company is able to produce and supply standard products in bulk quantities as well as unique details in small quantities to satisfy specific requirements of their customers. The company is a present-day, modern manufacturing company that also provides maintenance and engineering services, employing around 50 qualified specialists.

PARTNER SOUGHT: The Lithuanian company is expanding their services and looking for new partners in metalworking industry to work on projects together under subcontracting agreement. The company is looking for long term cooperation opportunities from different range companies which would be interested in their services: metalwork, repair, design, engineering to work under distribution agreement. Also, the company is capable of manufacturing certain metal products, gaskets, advanced polymer composites, upon request and to work under manufacturing agreement.

REFERENCE: [BOLT20190206001](#)

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