



International partnerships

Business opportunities NEWSLETTER

JULY 2020

Table of Contents

Presentation of the Enterprise Europe Network	4
Business opportunities in the healthcare sector	
Company is seeking partners to further develop 3D printed models of patients human organs designed from computed tomography (CT) or magnetic resonance imaging (MRI)	5
Russian manufacturer of ergonomic prostheses of the lower extremities is looking for distributors	5
A leading Israeli company that designs and manufactures medical electronic scales, advanced weighing systems and force measurements applications is looking for distributors	6
Business opportunities in the tourism sector	
Distribution partner sought for a new smart outdoor information display	7
Bulgarian IT company offers software solutions and mobile applications for mobile tickets in sharing economy sectors and seeks partners under commercial agency agreement	8
Business opportunities in the ICT sector	
Italian company is offering a software application to help hospital workers to battle against Covid-19 and save their own lives	9
Next generation procurement optimisation platform for companies and governments	10
Advanced digital maintenance solution for remote access and remote management of machines and industrial appliances	11
Business opportunities in the agricultural sector	
Italian brewery is looking for distributors for its range of natural fermented beer in Europe	12
A Spanish food consortium is looking for distributors for a wide range of high-end Spanish food products	12

Business opportunities in the food sector

Lithuanian scientific research company, specializing in production of pure and healthy water products using unique techniques, is looking for distributors and importers under distribution services agreement 14

Lithuanian company, which is producing vegan, gluten free desserts and snacks, is searching for a foreign partner to work under distribution services or manufacturing agreement 15

Business opportunities in the automotive sector

A German service company is looking for 1st or 2nd Tier suppliers for automotive parts to offer its engineering services on the basis of outsourcing agreements 16

A French producer of heating elements is looking for distributors 18

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.

Company is seeking partners to further develop 3D printed models of patients human organs designed from computed tomography (CT) or magnetic resonance imaging (MRI)

SUMMARY: An Italian SME, specialized in additive manufacturing, has developed a way to manufacture highly detailed and realistic 3D printed models of human organs. The technique is based on a combination of technologies and materials to realize soft and hard tissues, enabling the surgeons to better plan therapeutic approaches, reduce operation time and costs, and increase the success chances of operations.

DESCRIPTION: An Italian SME, born as an innovative start-up in the additive manufacturing field, specialized in prototyping for the engineering sector, has recently turned its attention to medical and healthcare application, after a collaboration with a local healthcare facility.

Company's team has developed a way to manufacture highly detailed and realistic 3D printed models of human organs, using a combination of technologies and materials suitable to represent tissues. From a computed tomography (CT) or magnetic resonance imaging (MRI) of a patient, they reverse the design of the organ, selecting each tissue and designing the full organ with all the details needed by the surgeon into a 3D mesh file for 3D printing. Then, from the 3D model, they can realize a manufactured model of the organ.

The company is looking for partnership under research cooperation agreement. The goal is to improve the current TRL 5, investigating, experimenting and researching in an extensive way to find the right materials and improve the technology.

PARTNER SOUGHT: company, enterprise or R&D institution. The ideal partner should provide for the needs of an advancement of the development process for different kind of organs with different peculiarities, to expand the possibility of manufacturing, in agreement with relevant surgeons.

REFERENCE: [TOIT20200508001](#)

Russian manufacturer of ergonomic prostheses of the lower extremities is looking for distributors

SUMMARY: A Russian company producing ergonomic lower limb prostheses, is looking for foreign partners from the medical industry (large and small clinics, hospitals, organizations engaged in rehabilitation medicine) for long-term relationships and to conclude a distribution services agreement.

DESCRIPTION: The Russian company was founded in 1998. The company specializes in two types of activities: prosthetics and orthosis. The company manufactures lower limb prostheses (thigh, lower leg) and accessories for them (corset-brace products, orthopedic insoles, orthoses, and rigid corsets of various designs). The purpose of the enterprise is to provide qualified prosthetic and orthopedic care to all those in need, improving the quality of life and reducing the terms of patient rehabilitation.

Modular semi-finished products of the lower extremities are made of high-strength lightweight aluminum alloy and are designed for body weight up to 100 kg. A kind of modular prosthesis of the lower leg is a prosthesis with a vacuum fixation system. These prostheses are widely used in medicine. Such a

device helps patients who have undergone amputations of the lower extremities to stand firmly on their feet, move freely and enjoy an active life.

PARTNER SOUGHT: SMEs, large and small clinics, hospitals, and organizations involved in prosthetics and restorative medicine.

REFERENCE: [BORU20200227001](#)

A leading Israeli company that designs and manufactures medical electronic scales, advanced weighing systems and force measurements applications is looking for distributors

SUMMARY: The Israel based company is a leading designer and producer of electronic scales, advanced weighing systems and force measurements applications. The company has more than 45 years of experience in the field, as well as a previous experience with international co-operations.

DESCRIPTION: This Israeli company is a leading designer and manufacturer of electronic scales, advanced weighing systems and force measurements applications. The company was established back in 1971, and has grown steadily since. Today, the company has 117 employees.

The company offers a wide range of healthcare and fitness scales. The range features unique innovative designs and manufactured to high professional standards. All scales can connect to EMR systems so weighing information can be communicated to the patient medical records. The scales respond to the needs of diverse medical sectors. This range is extremely user oriented, comfortable, easy to use and operate and most importantly – perfectly safe. The company also offers baby and neonatal scales, which are ergonomically designed for the new-born and growing baby.

The company has a vast experience with international co-operations, mainly in the USA, Europe and Australia. The company wishes to further expand the international side of the business and is therefore looking for distributors under distribution services agreements.

PARTNER SOUGHT: small to medium sized enterprises. The potential partners should be experienced in the field of healthcare, have access to market (working with hospitals, clinics, healthcare providers, buying groups for doctors, senior homes) and offer customer support services.

REFERENCE: [BOIL20200603002](#)



Distribution partner sought for a new smart outdoor information display

SUMMARY: A German IT company has developed a new outdoor information display. It is a digital information point providing residents, tourists or guests with information about the location. Smart in design and handling, it covers innovative technical features for failure-free operation in all weather conditions. Established in Germany, the company is now looking abroad for new markets. They search for distribution partners with good contacts to the public, touristic, cultural or exhibition sector.



DESCRIPTION: The outdoor information display with the related software was developed by an IT service provider seated in North Germany. Starting in 2010 they have specialized in serving industrial and retail customers throughout the IT environment, with focus on network infrastructure, terminals for electronic funds transfer (EFT) and point of sale systems. Meanwhile they are active in 17 countries and collaborate with over 50 IT service partners throughout Europe.

The company, together with its European service partners, covers the entire technological and technical part of the outdoor information display. That includes the planning, implementation and follow-up service, as well as monitoring the system, maintenance and further service operations. The information display with touch-screen was designed especially for outdoor use, but also can be used indoors. Its design looks a bit like a big smartphone and is a real eye-catcher, with a comfortable height of 2.12 meters, a width of 82 centimeters and a depth of narrow 15 centimeters. It has a solid wooden frame with a bearing aluminum rack inside. A huge 47-inch monitor, with heat-strengthened, anti-reflective safety glass and very quiet ventilation, makes it comfortable to use.

The company has already successfully placed the outdoor information display in Germany in various regions as information points for citizens and tourists. Now they want to expand sales activities to new international markets. So they are looking for distribution partners, who are convinced of the products qualities, are well connected to public administration, to the touristic and leisure sector and willing to merchandize this display in their region. Business contacts of interest and potential clients are municipalities and tourism associations, also operator of theme parks, museums and exhibitions, fun parks or hotel resorts. But also further sites in cultural, leisure and tourism areas could be a suitable location to set up this innovative display to inform guests in a modern, flexible and comfortable way.

PARTNER SOUGHT: The company has successfully placed its new information display at touristic spots and municipalities in Germany. Now they are looking for distribution partners to open up new international markets. Distribution partners sought should be convinced of the products excellence and aim to advertise and merchandize it in their region or country.

REFERENCE: [BODE20180711002](#)

Bulgarian IT company offers software solutions and mobile applications for mobile tickets in sharing economy sectors and seeks partners under commercial agency agreement

SUMMARY: Bulgarian company develops software solutions and mobile applications for implementation in different services in tourism sharing industry. The company is interested in mutual cooperation under commercial agency agreement and/or outsourcing agreement or subcontracting agreement.

DESCRIPTION: Bulgarian company offers platform and mobile applications for business services and leisure time. It covers large areas of services like mobile tickets in the field of transport, parking, accommodation (hotels), places to eat, and other public art and cultural services (cinema, theatre, concerts, etc.). The company offers user-friendly mobile application for all kinds of services as well as easy payments via smartphone.

The company's team is highly qualified in the area of software development of platforms and managing business processes. Accessibility of the platform from everywhere in the world without installation and setup is an advantage. The lack of network restrictions and monthly fees are also benefits of the platform. A working device with Internet connection is completely enough to use this platform. The company is interested in mutual cooperation as well as partnership with suppliers and consumers - users of the platforms and mobile applications, especially in tourist sharing industry.

The company is looking for intermediaries that will represent to the end-users the product offered under commercial agency agreements. The partner, the commercial agent, will get the rights to sell the company's software. The partner has to take a mandatory training before starting to sell the product provided.

The company provides services to clients in the European market, and is willing to expand its operations to other markets and establish outsourcing or subcontracting agreements with other SMEs/partners.

Technological solution design and implementation by the Bulgarian company for its partner would be an effective and efficient under outsourcing agreement. The subcontracting agreement would be in a form of implementation of the sub-part of a product and possibly the transfer of required skills via on-site or remote trainings for use of the software solutions.

PARTNER SOUGHT: The Bulgarian SME is looking for SMEs and MNEs for subcontracting agreements that are active in sector software for sharing economy and tourism. The subcontracting agreement would be in a form of implementation of the sub-part of a product and possibly the transfer of required skills via on-site or remote training for use of the software solution.

REFERENCE: [BOBG20200227002](#)

Italian company is offering a software application to help hospital workers to battle against Covid-19 and save their own lives

SUMMARY: Italy based company operating in the fields such as robotics, virtual and augmented reality for health and wellness sectors is offering a software to face with Covid-19 inside of a hospital and thus eliminate the nurses', doctors' and all hospital staff's possible virus infection and minimizing the use of personal protective equipment. Hence, the company is looking for an interested entity to sign a long term commercial agreement with technical assistance.

DESCRIPTION: The Italian company specialized in software applications and development dedicated to humanoid robots, virtual reality, telemedicine, and to healthcare facility has recently elaborated a software application against Coronavirus enabling to monitor patients hospitalized and affected by Covid-19, significantly limiting the risks for medical and healthcare personnel. The firm was established in 2012, however, the idea the company based its activity had had about 40 years of life before its became real from its hypothetical form.

To fight against Covid-19, the company has developed a software platform that can be connected with a robot who supports and replaces healthcare personnel in assisting patients with Covid-19 using an installed app.. The software platform is compatible with some brands of robots already on the market, equipped with Wi-Fi connectivity, tablet integrated on the chest, microphones, speakers and cameras, which is remotely controllable by an operator who is in a safe and remote control station.

In this way, thanks to the use of a tablet and the software app installed, the doctor from another place will be able to guide the robot through the corridors to the patient's bed: one robot for two to three patients in remote telepresence.

The robots enter the rooms and allow remote monitoring thanks to the camera they are equipped with; the staff sees the patient and the monitor they have next to them without physically accessing the room, thus reducing the consumption of protective devices, overalls, masks, gloves and preparation and dressing time, not exposing health personnel to the danger of infection.

The technology does not have language barriers and can be applied everywhere.

PARTNER SOUGHT: The partner can be a medium or large company, operating in the healthcare sector and/or in the health protection devices sector

REFERENCE: [TOIT20200611001](#)

Next generation procurement optimisation platform for companies and governments

SUMMARY: A Portuguese start-up, with IT expertise in AI developed a procurement cloud based B2B platform for optimising and negotiating purchases, applicable in multiple sectors. It calculates the optimal solution for the best prices, quantities, discounts, buyer requirements and supplier constraints using AI to minimise purchasing costs, time, and complexity. They seek international commercial agreements with technical assistance, but are also interested in joint ventures, and financial agreements.

DESCRIPTION:

The Portuguese start-up has an experienced team combining research and management skills in:

- Statistics, data analytics and big data
- Econometrics and forecasting
- Optimization and mathematical algorithms
- Machine learning, artificial intelligence, neural networks and deep learning
- Computer vision and speech recognition
- Web and mobile development

The offer consists of a digital platform for centralizing, optimizing, negotiating, and monitoring the procurement system enabling buyers to consult with an infinite number of potential suppliers according to their needs.

The platform allows clients to reduce their procurement costs by more than 20% on average and it is present in several business areas such as:

- Health and Pharmaceutical
- Food and Drink
- Public Administration
- Tourism and Leisure
- Banking and Insurance
- Construction and Building services

The system is equipped with a multi-language tool (ex: English, Spanish, French and Portuguese) and it is already available with an ERP integration version.

PARTNER SOUGHT:

The company is looking for different types of partnerships: - Integrators of other software for management processes (ex.: ERP) to large businesses or governmental organizations, interested to integrate the procurement platform with complementary customer management systems, and willing to collaborate in further developments through commercial agreements with technical assistance. - Consulting companies managing cost reduction projects for client companies or governmental organizations that could use of the procurement platform for mutual benefit through joint venture agreements. - Investors to support their marketing and sales expansion to mature markets.

REFERENCE: [TOPT20200420001](#)

Advanced digital maintenance solution for remote access and remote management of machines and industrial appliances

SUMMARY: A German engineering company developed a digital maintenance solution for remote access and remote management of decentralized plants and industrial appliances. By use of the device, the machines can be remotely accessed for diagnosis which reduces the service demand on site. It's a "plug & play"-solution also for unexperienced users. The company is looking for commercial agreements with technical assistance and licensees.

DESCRIPTION: The German engineering company is specialised in the consulting, planning and development of industrial systems, control components and software. They concentrate on embedded systems, automated process monitoring with Internet of Things (IoT) and Industry 4.0 applications and software for industrial control systems, furthermore functional safety and industrial IT-security for their components.

They developed a complete solution for remote access and remote management of decentralized plants and complete machine parks. The solution enables the user to remotely access machines and industrial appliances to reduce the need of service and maintenance experts on customer site. By the device, the company solved the problem, that after installation and commission of newly installed machines and equipment errors occur randomly in a high value, requiring assistance from the equipment supplier's engineering or service team.

The tool reduces the service demand on site (and corresponding costs for travelling, administration, etc.) by enabling the equipment to report its health status regularly. Also, the service team of the equipment supplier can remotely access the machine for remote diagnosis. This omits on-site service presence. Areas of application are process technology, transport and logistics, energy production and other civil applications.

PARTNER SOUGHT:

The company is looking for resellers, system integrators, OEMs (original equipment manufacturer) and equipment supplier who can offer/integrate the companies' device to equipment manufacturing companies, automation engineers, companies from transport and logistics and renewable energy providers (photovoltaic plants, wind generators, etc.).

The German engineering company is keen to establish the following types of partnerships with industry companies of all sizes:

- Licensing agreement
- Commercial agreement with technical assistance where the German SME would provide support in installation of the technology

REFERENCE: [TODE20200406002](https://www.een.ec.europa.eu/tode20200406002)

Italian brewery is looking for distributors for its range of natural fermented beer in Europe

SUMMARY: An Italian 40 years old company producing natural fermented beers using the company's own raw material according to an ancient traditional Belgian recipe is looking for distributors.

DESCRIPTION: The brewery is an Italian agricultural company that grows its raw materials in the North East of Italy and it follows the entire production chain: from the barley and hop cultivation until the very production. In this area, water - the main beer ingredient - is particularly pure and possesses qualities that make it perfect for brewing.

The company has been family owned for over years: in 1978, the company's owner began to cooperate with Belgian monks, producers of abbey beers. The company's debut with own-recipe and own-brand products occurred in 1995 with the first champenoise method beer, and it was a huge hit: the first beer of a long series of malt Cuvée. The bottles design decorated with high quality serigraphy represents Egyptian divinities, dedicated to the first people who invented brewing and beer.

In the following years, while remaining faithful to the concept of craft not pasteurized beer, the company created other products, following the traditional methods contained in the "Reinheitsgebot" (Beer Purity Law in German). It is a regulation promulgated by Wilhelm IV of Bavaria in the city of Ingolstadt in 1516 and this law was born to rule beer production and sale in Bavaria. It is considered the oldest regulation, still in use, in the food hygiene field.

Today, the company's line consists of twelve references, all top fermentation beers, whose maximum alcohol content does not exceed 8 degrees.

PARTNER SOUGHT: This company is seeking distribution services agreements with partners specialized in food and beverage field, especially in the beer sector. The company would like to expand its own market with partners that have a minimum experience in this field, in order to create a strong business partnership both in large-scale distribution, retail or HO.RE.CA channel.

REFERENCE: [BOIT20200219001](#)

A Spanish food consortium is looking for distributors for a wide range of high-end Spanish food products

SUMMARY: The export consortium is made up exclusively of Spanish companies producing gourmet food products. It was established in July 2015 and it is dedicated to the promotion and sale of the products abroad. The consortium is looking for distributors worldwide. All the products are hand-crafted, exclusive and with the highest quality.

DESCRIPTION: The consortium is formed by 5 companies (from de North of Spain). Although the consortium has international experience, they seek to extend its international presence, so they are looking for distributors in the food sector with experience, a broad knowledge of their markets and a good network of contacts in the industry.

The products offered from the consortium are:

- Organic blueberries.



- Canned anchovies and white tuna: both products are processed in a traditional and artisanal way.
- Dairy products, typical ready meals from the North of Spain, and frozen croquettes: these products are all-natural made, using the finest ingredients and traditional cooking methods. The selection includes yogurts, dairy desserts, rice pudding and custard, quince paste.
- Blue Cheese PDO Picón Bejes-Tresviso: high quality cheese made with natural ingredients and using traditional methods. This cheese has denomination of origin protected since 1994.
- Pure chocolates: all the products are made using traditional methods and natural ingredients. The selection includes Spanish-style hot chocolate, pure chocolate, pure sugar-free chocolate, pure chocolate with almonds, pure sugar free chocolate with almonds, couverture chocolate and instant cocoa.

PARTNER SOUGHT: Although the consortium has international experience and is present in the most important European food trade fairs, is looking for distributors or importers and high-end food importers/ distributors. It would be recommended to have warehouses for the storage of the product, as well as a logistic network for their delivery to the consumer. The role of the potential partner will be the promotion, sale and distribution of the consortium products under distribution services agreements.

REFERENCE: [BOES2020031600](https://www.boes2020031600)

Lithuanian scientific research company, specializing in production of pure and healthy water products using unique techniques, is looking for distributors and importers under distribution services agreement

SUMMARY: A Lithuanian scientific research company is producing pure and healthy water products using unique techniques. The company has international experience and has received international awards and certificates for its high quality product. The company is interested in finding partners under a distribution services agreement.

DESCRIPTION: The company was established in 2011 in Lithuania. The company specializes in premium class drinking water production. The water is produced using unique proprietary technology that is the result of long years of in-house research and development.

The technology mimics the natural formation and melting of glaciers and involves a complex and multi-stage process of freezing, extracting and melting the “core” ice. Therefore, the water is exceptionally pure. There are no antibiotics and other preservatives used in the production, which would prolong the shelf life of the water up to 1-2 years. This water is suitable for drinking no longer than 6 months. The table water is bottled into different size original glass bottles.

Advantages & innovations:

- The company is producing premium class table water, only from one fraction of ice, the fraction that has no impurities and has a correct crystal structure. There are no antibiotics and other preservatives used in the production.
- Water can be bottled in various sizes bottles from 0,2 l to 1,5 l.
- The company brand was awarded in many International Awards for the superior taste and unique technology.
- The company is experienced in international cooperation and constantly expands their partner network. In UAE, company products took 2% from total imported water into this extremely competitive market in 2016.
- In 2017-2018, the company entered China market and has ambitious plans to growth in this market.

PARTNER SOUGHT: The company is interested in long term cooperation with distributors who are interested to expand their portfolio by premium bottled water. The company offers to work under a distribution services agreement.

REFERENCE: [BOLT20190110001](#)

Lithuanian company, which is producing vegan, gluten free desserts and snacks, is searching for a foreign partner to work under distribution services or manufacturing agreement

SUMMARY: A Lithuanian company produces desserts and snacks that are 100% made of natural ingredients and no synthetic additives. The company produces sweets that are manufactured only with natural, raw and mostly organic ingredients with no sugar or sweeteners added, without dairy and gluten.

The company is interested in finding foreign partners that would sell their products under distribution services agreement or to produce on behalf of other companies under manufacturing agreement.



DESCRIPTION: A Lithuanian company is the producer of natural and healthy vegan desserts. All products are made strictly vegan, gluten free, dairy free, egg free, soy free, no refined sugar. They use only natural ingredients to keep all nutrition value in their desserts. No preservatives, chemicals and other additives are used in production.

The company is specializing in manufacturing for cafes, hotels, restaurants and boutique stores, so they can offer well-crafted quality products. The company's dessert menu varies each quarter, creation of desserts depends on season of the year. So each season has its own news. The company offers a wide range of cakes and snacks that may come in various forms, sizes and packaging's, they can come fresh or frozen.



Advantages & inovations:

- The company uses special food preparation technology that minimizes food processing, so their ingredients most of nutrition value is preserved and clients can benefit from healthier desserts and snacks.
- No sugar or sweetener added, no synthetic additives.
- The company's desserts are made in dedicated facilities where no wheat, soy, dairy or egg products are used.
- All products are ideal for vegans, people with diabetic disease and/ or those on a strict diet.

PARTNER SOUGHT: The company is looking for small or medium sized companies as healthy foods shops, restaurants, hotels, resorts and online retailers to act as distributors of their products under distribution services agreement. Also, the company can produce on behalf of other companies - this includes private label products and custom recipes products and work under manufacturing agreement.

REFERENCE: [BOLT20190117001](#)

A German service company is looking for 1st or 2nd Tier suppliers for automotive parts to offer its engineering services on the basis of outsourcing agreements

SUMMARY: Since more than 25 years the German company provides its services for well-known 1st and 2nd Tier suppliers of the German, European and international automotive industry. It would like to extend its partners' base by outsourcing agreements. It offers its services, especially resident engineers for comprehensive and intensive project management to other Tier 1/2 suppliers. Additionally, engineering and development work, project management and project assistance is offered as well.

DESCRIPTION: The company from Germany is offering its engineering services based on outsourcing agreements for 1st and 2nd Tier suppliers of the automotive industry. As a long-standing partner of such automotive suppliers, the company offers also future-oriented solutions for the individual adaptation of processes in the product development process, sales, development and quality assurance. Based on their experience and the continuous development of new solution approaches, their range of services comprises the three basic areas consulting, technical services and engineering.

By cooperating with new suppliers, the company intends to expand its range of services for its customers in the automotive industry. In addition, the current COVID 19 crisis may lead to the loss of one or more suppliers, so that new potential suppliers are being sought in these areas.

How does it work?

The company determines the necessary structures of their partner companies and support its redefining. So, the best possible performance and effectiveness is installed in the individual processes. In order to meet the ever-increasing requirements, they also support their partners by placing specialists, e.g. residents, who work for the partner companies on site. The constant high quality of partner suppliers is an important incentive and part of their services.

List of products, assemblies, components that are of interest:

- Vehicle seats, metal structures
- Vehicle interiors: Door panels, side panels, pillar panels, hat racks, carpets
- Trunk equipment: Side panels, loading floor, carpets
- Sensors, actuators
- Components in the chassis area
- Components for the fuel supply: Pumps, filters
- General Pumping in the vehicle: Fuel, oil, coolant, air
- Autonomous driving systems: Sensors, radar, cameras
- Exhaust systems
- Light and lighting systems
- Communication systems
- HiFi and speakers
- Acoustic insulation
- Thermal insulation

In the past, the company has worked with their partners on almost all automotive components, regardless of whether they were bodywork, drives or interior products. The cooperation with suppliers is to be seen in the long term and is therefore built on a good partnership basis.

PARTNER SOUGHT: It is particularly important that they have experience as suppliers to the automotive industry. This usually includes certification and auditing of OEMs. Partner companies should be certified as standard, i.e. ISO 9001, IATF 16949, ISO 14001, etc.

Partner companies should have a positive attitude towards a detailed inspection in advance. This also includes a first small audit. For newcomers the company offers to carry out necessary qualifications. Competitiveness and the willingness to adapt to the new requirements of a new customer are also important.

Potential partners are expected to be 1st or 2nd Tier suppliers for automotive parts:

- Vehicle seats, metal structures
- Vehicle interiors: Door panels, side panels, pillar panels, hat racks, carpets
- Trunk equipment: side panels, loading floor, carpets
- Sensors, actuators
- Components in the chassis area
- Components for the fuel supply: pumps, filters
- General Pumping in the vehicle: Fuel, oil, coolant, air
- Autonomous driving systems: sensors, radar, cameras
- Exhaust systems
- Light and lighting systems
- Communication systems
- HiFi and speakers
- Acoustic insulation
- Thermal insulation

In terms of Technology Keywords partners offering technologies covering the following are sought:

- 02009001 Design of Vehicles
- 02009002 Hybrid and Electric Vehicles
- 02009004 Road Vehicles
- 02009006 Traction/Propulsion Systems
- 02009007 Artificial intelligence applications for cars: and transport
- 02009008 Navigation and embedded systems
- 02009009 Sensors for cars and transport
- 02009010 Lightweight construction
- 02009011 Air pollution control for cars and transport
- 02009012 Automotive engineering
- 02009013 Body and main parts
- 02009014 Automotive electrical and electronics
- 02009015 Audio / video
- 02009016 Charging system
- 02009017 Electrical supply system
- 02009018 Measurement devices
- 02009019 Ignition system
- 02009020 Lighting and signaling system
- 02009021 Switches and wiring
- 02009022 Security systems
- 02009023 Interior equipment
- 02009024 Powertrain and chassis
- 02009025 Braking system

- 02009026 Energy supply system
- 02009027 Transmission systems

REFERENCE: [BODE20200626002](#)

A French producer of heating elements is looking for distributors

SUMMARY: A France based company producing heating elements for industrial companies as mica and ceramic heaters, ceramic core heaters, open coil elements is in search of distributors under distribution services agreements.

DESCRIPTION: The company is specialized in the manufacture of industrial electrical resistors. It offers a range of standard and on-demand products such as:

- flat resistors,
- mica heaters,
- ceramic heaters,
- cartridge heaters,
- shielded elements,
- immersion heaters,
- thermocouples,
- finned resistors,
- infrared transmitters,
- all types of accessories.



The company wishes to expand its customers portfolio in order to increase its international turnover. Under a distribution services agreement, it is searching for new partners able to distribute its whole range of products, especially in Europe, Tunisia and Nigeria.

PARTNER SOUGHT: The company wishes to find new distributors in order to develop its international sales and turnover.

The sought partners should be already acting in the following industrial sectors :

- aeronautics and space,
- agrofood,
- automotive,
- injection plastic,
- metallurgy,
- extrusion.

REFERENCE: [BOFR20191209001](#)

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