



International partnerships

Business opportunities NEWSLETTER

SEPTEMBER 2020

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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.

Covid-19 – Stand-alone production system of disinfectant using only water and salt for sanitary or domestic uses

SUMMARY: A French company has developed a stand-alone production system of disinfectant using only salt and water. It can be used, even in harsh environment, sanitary and domestic purposes. It needs low maintenance and can produce up to 32 litres/day.

It produces a universal disinfectant, reliable, affordable and sustainable. Commercial agreements with technical assistance with SMEs specialised in cleaning, supplying communities & public entities, distributors of medical devices equipment.

DESCRIPTION: Sodium hypochlorite is universally recognised as a disinfectant and antiseptic agent with a wide range of easy to use application. Coronaviruses can be efficiently inactivated by surface disinfection procedures with sodium hypochlorite (from 0.1%) within a minute, which is particularly relevant in the actual Covid-19 pandemic.

A French SME has developed an easy-to-use system, able to produce up to 32 litres/day of sodium hypochlorite solution, using only salt and water (4 productions of 8 litres when connected to the grid, or 1 production of 8 litres when solar powered).

The concentration of sodium hypochlorite can be adjusted depending of its use:

- Disinfectant: 2 g/l is recommended for main domestic and sanitary uses. This chlorine solution can be assimilated with bleach
- Antiseptic: 5 g/l is recommended for main medical uses.

The goal is to provide health workers, practitioners, military, police, teachers, office staff, veterinaries with a universal disinfectant, available on-site, reliable, affordable and sustainable.

The user produces its own disinfectant on-site. The system can be set up everywhere with any quality of salt and water used, due to the possible calibration to adapt the system to the local installation and operational constraints. It respects all industrial parameters to produce sodium hypochlorite at 0.5%. These innovations guarantee the quality of the disinfectant.

PARTNER SOUGHT:

- Companies specialised in industrial cleaning, in supplying communities and public entities, in supplying services to industrial kitchens, food industries, hotels, restaurants;
- Distributors of medical devices and equipment.

The partner will be in charge of selling the products, of guaranteeing the After Sales Service

The French SME will assist the partners with a technical and commercial support and training (Visio-training).

REFERENCE: [TOFR20200604001](https://www.tofr.europa.eu/TOFR20200604001)



German company seeks distributors for sustainable textiles and working clothes for hospitals and care homes

SUMMARY: A small German company offers medical workwear (scrubs, lab coats, trousers, polo shirts) made from environmentally friendly fibers and fabric. A transparent value chain guarantees sustainability and safety. Distribution partners or commercial agencies are sought.

DESCRIPTION: Healthy and sustainable textiles and work clothes contribute to the well-being of staff while at the same time reducing the global CO2 emissions.

A German company offers textiles and working clothes made from natural fibres and with sustainable dyes for staff in hospitals and care homes. The clothes contain 97% natural fibres, i.e., cotton and cellulose. These natural fibres increase the wearing comfort and optimise the body temperature balance on the one hand. On the other hand the clothes washing process is shortened and no microplastics are released into the environment. The German avoids synthetic fibre, pesticides, gene manipulation and other chemicals.

The products offer the following advantages:

- Reduction of ecological footprint through focus on natural fibres;
- Health protection for staff in medical facilities and for the workers along the value chain;
- Innovative textiles and workwear support the skin with moisture and at the same time the protect the body from bacteria;
- Water saving in laundries due to faster washing and drying;
- No microplastics are released into the water or air in the washing process.

PARTNER SOUGHT: Distribution partners or commercial agents are sought. Ideally the partners should have good contacts to hospitals, care homes and laundries.

A distribution partner could be a company with complementary products or other fair trade products in their portfolio. They should not be offering competitor's hospital clothing.

REFERENCE: [BODE20200204001](#)

An Israeli leading provider of a powerful White Label cloud file sync and share software solution for internet / cloud service providers and enterprise environments is looking for commercial and franchise agency or distribution agreement

SUMMARY: An Israeli company specializing in powerful White Label secure cloud service solutions has developed and offers software solution enabling cloud support for the customer data from any computer type. Advantages include online access, backup and sync for all files/data in the cloud, advanced sharing and complete “take the PC with you” abilities, secure backup for all content/devices anytime anywhere. The company seeks commercial / franchise agency / distribution services agreement.

DESCRIPTION: The offered product is a cloud-based software solution with file sync & share, encryption, compression, versioning, and online cloud streaming abilities. It enables cloud support for the data from any computer – PC, mobile etc. and its key features include:

- 1) automatic backup/sync scheduling – PC and mobile,
- 2) flexible data sharing: any object can be publicly (or within a closed user group) shared,
- 3) an (optional) interface with all the major social networks, such as: Facebook, Twitter, YouTube, Picasa, etc. (connection abilities vary depending on the third party),
- 4) customizable client-side applications, and
- 5) a fully scalable server side – from a single all-in-one box up to an array of servers suitable for large operators, CSPs (cloud service providers). (The further used professional abbreviations are: API - application programming interface, CRM - customer relationship management, CSP - cloud service provider, ISP - internet service provider, MSP - manage services provider).

The company offers fast easy installation on both the server and client side, using a CSP/ISP/MSP’s/cloud hosting provider’s existing storage base infrastructure. It includes customized configuration and rebranding as needed, and the look-and-feel control via WebAdmin and API, CRM/Billing integration, etc.

PARTNER SOUGHT:

The partners are from - industry, business, trade. -specific area of expertise of the partner sought. - distributor / franchisee / agent / representative (companies) with contacts in the community of service provider / enterprises using IT-service providing, resellers, distributors with contacts, experience, knowledge in IT-field. -the tasks that the partner sought would be expected to undertake - to find local customers - service providers / enterprises using IT-service providing, resellers, distributors in IT-field.

REFERENCE: [BOIL20181105001](#)

A Ukrainian company specialized in the development of brain training game-software and digital education system seeks for distributors

SUMMARY: A Ukrainian start-up has developed a brain training game-software and digital education system which combines different ways of mind improve in one program and provides personal training with tools for computerization of education. The company is seeking for international software distributors with a background in the digital education systems and brain training games.

DESCRIPTION: The Ukrainian start-up offers a solution for brain training useful for different categories of people. Everyone (teenager or adult, schoolboy or student, fireman or police officer, teacher or programmer) can play and improve their brain on this simulator and keep yourself in good shape.

The main features for training:

- includes 15 different test-games
- flexible complexity settings
- fair assessment of abilities
- recording the history of the passages
- results chart and statistics
- 175 interesting facts on various topics
- motivating achievements
- many quiz tests
- designer of own quiz tests
- useful and interesting scientific topics

The main design features - the ability to choose a background from the 48 proposed and interface colors to your liking.

The project is actively developing, updates are published quite often and many new large and important additions will appear in the future.

PARTNER SOUGHT: The desirable partners are companies from the distribution of software and digital games. The partner's role will be independent sale of company's products on its market on basis of merit, technical and marketing support of the company. Any issues concerning payments for such a cooperation will be discussed and established during the negotiations between partners.

REFERENCE: [BOUA20200708001](#)

Intelligent development solutions for the mobility sector

SUMMARY: The German SME is a specialist service provider in the automotive, transportation, aviation and medical technology sector. The services include product development, requirements engineering, project management and simulations. The company supports its clients along the innovative process chain starting from an innovative idea towards the series production of the product. The company offers its services in the form of technical cooperation agreements.



DESCRIPTION: The German company has been a successful development partner in the automotive industry for more than 15 years. It supports OEMs, Tier 1 and 2 suppliers as well as tool manufactures with its know-how. The company is specialised in interior and exterior design and engineering of cars (e.g. seats, cockpit, doors, casings) and is also active in the transportation, aviation and medical technology sector. Clients of the company include multinationals such as BMW, Rolls Royce, KTM, Brose and Magna. The company's core competencies comprise the entire product development cycle from an initial concept towards series maturity. The company plans, manages and realizes the whole development process including the definition of all technical requirements with a clear focus on manufacturing costs.

The company is primarily interested in the development of complex components and modules as well as in the technical support of potential partners in the development of new technologies (e.g. lightweight construction) in the form of technical cooperation agreements.

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PARTNER SOUGHT: Partners sought can be original equipment manufacturers (OEMs), Tier 1 and 2 suppliers as well as tool manufacturers from the automotive, transportation, aviation and medical technology sector. Cross-industry projects are a main interest of the company where the skills of both partner can be pooled to successfully conduct demanding technological projects.

REFERENCE: [TODE20200630001](#)

An Israeli Agri -Tech company that has developed advanced technological irrigation solutions is seeking distributors

SUMMARY: The Israeli Agri-Tech company developed precise irrigation control solutions and agriculture sensors for irrigation decision support. The main advantage of the system is its ability to work fully autonomously and execute irrigation decisions with no human intervention. The company is seeking distributors under a distribution services agreement.



DESCRIPTION: The Israeli company is developing, manufacturing and marketing agricultural wireless soil sensors and irrigation controllers. The advanced technologically automated irrigation system is suited to control irrigation and fertilization of all types of fields, plants, and greenhouses.

The company provides farmers with two technological solutions. The first solution helps them monitor their crop's irrigation efficiency using wireless soil sensors while the second solution is a fully autonomous irrigation control system based on its feedback from wireless sensors, the calculation is done by a mathematical algorithm. The system is capable of autonomously deciding when and how much to irrigate, and it executes the irrigation decision without human intervention at all.

The company is already active in export markets, but wishes to expand its business further. The company is therefore looking for distributors in new territories / countries.

PARTNER SOUGHT: The company is looking for distributors, who would ideally be small to medium-sized companies, experienced in marketing and sale of irrigation systems.

The potential partner will be in charge of expanding the company's sales. Particular tasks of the distributor will be determined during the negotiations, according to the potential partner features and the characteristics of the target market.

REFERENCE: [BOIL20191124002](#)

An Israeli cleantech company that specialises in developing and manufacturing smart grow lighting devices for indoors and urban gardening is looking for strategic partners to form a joint venture and for distributors

SUMMARY: An Israeli clean-tech company has developed innovative technologies in the form of modular lighting systems. The devices can imitate and replace the sun light in an effective and cost efficient manner which enables growing plants in darker interiors such as buildings, apartments and offices.

DESCRIPTION: The Israeli company, which was established in 1981, specialises in developing and manufacturing electric products & accessories for the agricultural, industrial and national security sectors.

In 2012, the company has transformed its industrial line into a new and innovative green solutions line which offers energy saving solutions for urban gardening.

Growing plants indoors has always been challenging. The customary indoors light lacks the intensity and the correct spectrum of light needed in order to maintain the photosynthesis process of the plant. Addressing this problem, the company has developed an innovative lighting system that can imitate the sun light and its advantages for plants. The device supplies sufficient light intensity and is able to act as a sunlight substitute for plants with the help of an electric sensor designed to sense the surroundings' light intensity and stop whenever the plant has had enough sunlight or in case other efficient light is available in the correct intensity and spectrum.

This is a first of a kind solution for growing plants in the interior with minimum energy consumption and cost. It is suitable for growing vegetables (cherry tomatoes, cucumbers, etc.), medicinal plants, spices, ornamentals, bonsai and many other plants indoors. The system is designed to be used by the general public as it is easy to use and operate with a smart application for mobile, and cloud IoT support.

PARTNER SOUGHT: The company is looking for strategic partners to form a joint venture for developing a localised version of the product or for distributors.

The partner will ideally advise regarding the local market and its specific needs, certification requirements, marketing, etc.

The company is also looking for distributors, preferably experienced with green solutions.

REFERENCE: [BOIL20200513001](#)



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