



International partnerships

# Business opportunities NEWSLETTER

NOVEMBER 2020

## Table of Contents

<b>Presentation of the Enterprise Europe Network</b>	3
<b>Business opportunities in the healthcare sector</b>	
COVID-19: Chinese manufacturer of ultra-fast SARS-CoV-2 diagnostic kits seeks distribution and agents in Europe	4
<b>Business opportunities in the agro-food sector</b>	
Italian company seeking for distributors interested in "made in Italy" food and beverage	5
Turkish company specialized in the production of wine is looking for a distributor or commercial agent	6
<b>Business opportunities in the ICT sector</b>	
Dutch company looking for expertise in the field of conversation technology, artificial intelligence and machine learning to develop a Social Digital Assistant	7
<b>Business opportunities in the automotive sector</b>	
Automated car parking systems are requested under manufacturing agreement	8
Bicycles and e-bikes manufacturers sought by German bikes specialist	9

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 Project – „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](mailto:office@adroltenia.ro) and [mihaela.lupancescu@adroltenia.ro](mailto:mihaela.lupancescu@adroltenia.ro).

**COVID-19: Chinese manufacturer of ultra-fast SARS-CoV-2 diagnostic kits seeks distribution and agents in Europe**

**SUMMARY:** Founded in 2008, the Chinese company is an integrated solution provider with independent innovation of molecular diagnosis and gene technology. With SARS-CoV2 accurate and sensitive PCR test kits and instruments, this company is looking for partners in EU for their molecular diagnostic solution. The cooperation can be distribution agreement or commercial agency agreement.

**DESCRIPTION:** The Chinese company is the earliest company who provides SARS-CoV-2 diagnostic kit based on PCR-Fluorescence Probing technology.

In order to offer rapid test solution for SARS-CoV-2, the company independently developed fully automated nucleic acid extraction systems, portable molecule workstation (POCT) and real-time PCR, etc. and it also provides more than 2,200 types of testing services. The company has already exported more than 60 million SARS-CoV-2 diagnostic tests globally, in France, Serbia, Turkey, UAE, Bangladesh and the Philippines.

Further, the company's products and services covers molecular diagnostic reagents, nucleic acid diagnostic instruments, PCR laboratory solutions and Independent Clinical Laboratories (ICL) services.

**PARTNER SOUGHT:** The company is seeking business partners in order to build permanent distribution channels in Europe in the field of molecular diagnostics. Considering partnership types could be commercial agency agreement or distribution services agreement.

**REFERENCE:** [BOCN20201013001](https://www.bocn.europa.eu/BOCN20201013001)

**Novel Coronavirus (COVID-19) Nucleic Acid Diagnostic Kit**  
(PCR - Fluorescence Probing)

**140+ Countries**  
Tests produced worldwide since the beginning of the outbreak

**Product information**  
200 capsules total.  
Lysis buffer with Pathogen Inactivation.  
Mobile / Temperature: Operation  
Highly Biosafety.

**Certificate**  
CFDA  
CE  
ISO 13485

**Storage and Delivery**  
Storage at -20°C/5°C  
Delivery in 7-9 days  
175 units / 3822009640

**Packaging information**  
24 tests kit  
A parcel contains about 80 kit box  
Max. Dimension 345 \* 475 \* 483 mm  
The parcel is approximately 21kgs with ice bags

**Available solution**

- PORTABLE SOLUTION**  
ONE-TUBE TECHNOLOGY  
Suitable for field, hospital, laboratory, community, such as hospital, health care center.
- FULLY AUTOMATED SOLUTION**  
ONE-TUBE / MAGNETIC BEADS METHOD  
Applicable to laboratory, hospital or professional service center, such as hospital, health care center.
- MANUAL SOLUTION**  
ONE-TUBE / MAGNETIC BEADS METHOD  
Applicable to laboratory, hospital or professional service center, such as hospital, health care center.

## Italian company seeking for distributors interested in "made in Italy" food and beverage

**SUMMARY:** The company, based in the Southern Italy, works in the agro-food sector and in particular is specialized in the foreign trade of Italian typical agro-food products. They have developed a web portal where Italian producers can meet the foreign importers interested in the trading of “made in Italy” food and beverage.

They are looking for partners trading food and beverage, interested in a distribution services agreement.

**DESCRIPTION:** The Italian start-up was founded in 2016, with the strong belief that Italian food is always highly appreciated all over the world. So, they developed a web platform, where the Italian food producers can easily satisfy the demand from abroad. A distributor that utilizes the aforementioned web portal knows that the contact will be direct with the Italian producers, obtaining costs and time savings, in addition to the guarantee of originality of the products.

The interested distributors can find a large number of typical Italian food, such as wines, olive oils, pasta, mozzarella, cheeses and so on, with the possibility to contact several companies for each kind of food and beverage.

The company is looking for distributors interested in, in order to enter in new markets or expand the foreign ones where they are already present.

### **PARTNER SOUGHT:**

Type: distributors with a documented work experience

Activity: food and beverage

Role: under a distribution services agreement

**REFERENCE:** [BOIT20200505002](#)

## Turkish company specialized in the production of wine is looking for a distributor or commercial agent

**SUMMARY:** A Turkish company, located in the Thrace region, is a producer of red and white wine made of native grape varieties. A distribution service agreement or commercial agency agreement are sought.

**DESCRIPTION:** Established in 2012, the company is a producer of wine from the northwest part of Turkey. Their wines (white and red) are made from local grapes which grow in a region with a great soil for its production.



The company specialized in production of quality wines such as:

- 1- Misket (red wine)
- 2- Sauvignon Blanc (white wine)
- 3- Cabernet Sauvignon (red wine)
- 4- Shiraz (Red Wine)

The primary market of the company is the Turkish market with small quantities being exported in the Britain, Holland, Germany and USA.

With the purpose of utilizing the existing capacity, the company is interested in expanding internationally. In this regard, it offers its products to distributors or commercial agents across Europe which could enable access to their respective local markets.

### **PARTNER SOUGHT:**

The company is looking for a distribution services agreement and or a commercial agency agreement with partners with expertise in the wine market of their regions.

**REFERENCE:** [BOTR20181030002](#)

## Dutch company looking for expertise in the field of conversation technology, artificial intelligence and machine learning to develop a Social Digital Assistant

**SUMMARY:** A Dutch SME with a leading role in developing a Social Digital Assistant (SDA), is looking for partners with expertise in the field of conversation technology, artificial intelligence and machine learning to further develop the SDA within the frame of a research cooperation agreement or technical cooperation agreement. This request refers to an innovation challenge published on an open innovation platform.

**DESCRIPTION:** The Dutch SME has been established by a group of social entrepreneurs active in care and welfare. Loneliness takes many guises and can eventually lead to health problems. Loneliness is an important social issue.

The SDA offers a combination of empathetic conversations through technological innovation and meaningful human interaction. This technology request is part of an innovation challenge and is published on an open innovation platform until 30-th of November. If an organisation does express interest in cooperation with this firm before closing date, it will be guided towards this open innovation platform on which one can get in touch with the company experts.

The concept of the SDA was developed in a partnership between a welfare organization, a Dutch University of Applied Sciences and the SME. In the further development of the SDA, the network of the aforementioned cooperation partners would like to collaborate with other partners with expertise in the field of conversation technology, artificial intelligence and machine learning.

**PARTNER SOUGHT:** Type of partner: ICT companies and organisations with expertise with regard to chatbots, robots, conversation technology, speech recognition, emotion recognition.

Role of partner: Development of technological applications in care and welfare, in particular innovations with regard to empathetic conversations and early identification of problems.

**REFERENCE:** [TRNL20201029001](#)

## Automated car parking systems are requested under manufacturing agreement

**SUMMARY:** A Polish company specialised in real estate development is looking for automated car parking systems for their current and future investments. Cooperation in a form of manufacturing agreement is requested.

**DESCRIPTION:** A company from northwestern Poland was established in 2009. They specialize in a real estate development, particularly in renovation and construction of houses and office blocks.

The firm is looking for manufacturers or suppliers of automated car parking systems (sample diagram has been attached). As various projects necessitate different parking systems, the firm requires customized products for particular investments.

The company requests cooperation in a form of manufacturing agreement. They will provide a manufacturer or supplier with a specification of a parking system for a particular project (specifications may differ between various projects). In turn a partner will be responsible for providing the requested product, expertise on installing it and, in a future, maintenance of the system.

For their current project they require the system with following parameters:

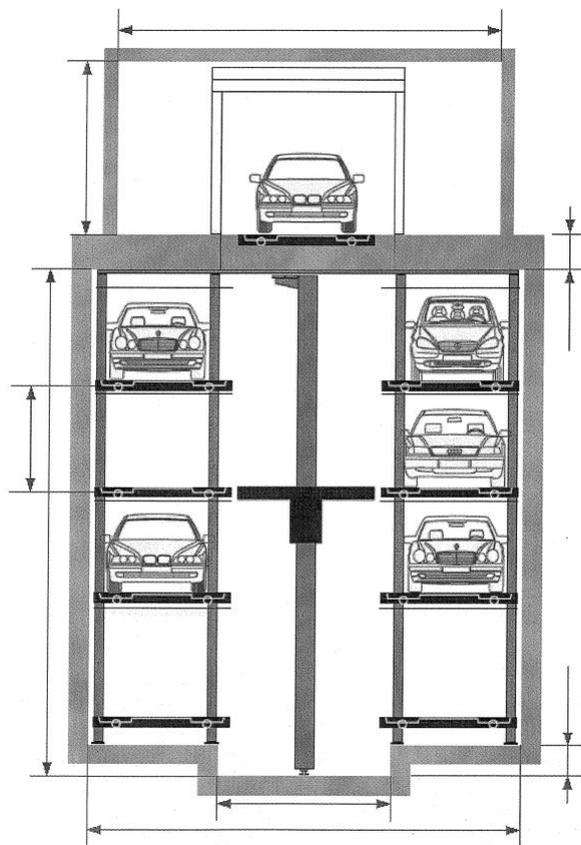
Maximal dimensions of the whole system: • Height – 13 m • Breadth - 7,2 m • Depth - 6 m • Weight of each car - 1800 kg

6 platforms for 'regular' cars: • Height – 1,750 m • Breadth – 2,200 m • Depth – 5,000 m

2 platforms for SUVs: • Height – 2,050 m • Breadth – 2,200 m • Depth – 5,000 m

**PARTNER SOUGHT:** The company is looking for firms specialized in automation in order to provide automated car parking systems meeting requirements specified by the firm. System specifications may vary between individual investments.

**REFERENCE:** [BRPL20190114001](#)



## Bicycles and e-bikes manufacturers sought by German bikes specialist

**SUMMARY:** A German company is specialising in retail and maintenance of bicycles and e-bikes. They are one of the largest bikes companies in their region. In order to cope with the growing demand of bikes and e-bikes, the company is requesting manufacturing agreements with companies in Europe and Asia for the production of bicycles and pedelecs under the German company's own brand.

**DESCRIPTION:** The medium-sized German company has been owner-managed for over 25 years. They belong to the largest specialist bicycle stores in their region, with 14 stores and their own e-shop. They focus on the sale and repair of bikes and pedelecs.

The company is characterised by the offer of a particularly large selection of bicycles and e-bikes at top value for money. They already trade with 18 brands in their stores. Nevertheless, they need further models because the market is currently booming.

The kind of models the company request to be manufactured are for example: city bikes, trekking bikes, mountain bikes, racing bikes, kids bikes, e-bikes, for men as well as for women.

The bicycles should be produced in a low to medium price and quality segment.

**PARTNER SOUGHT:** The partners sought are production facilities, companies or manufacturer. They are expected to have solid know how in the assembly of low to medium quality bicycles and e-bikes. They shall procure the components and spare parts. They are expected to manufacture the German company's own brand of bikes and e-bikes and respect the specifications requested by the German company. For the moment, the company cannot tell the amount of bikes that shall be produced. The company strive long-term cooperation with the partners who shall be reliable in producing and delivering the products on a regular basis.

**REFERENCE:** [BRDE20201026001](#)



## CONTACT

---

### **South-West Oltenia Regional Development Agency**

200402, Aleea Teatrului Street, no, 1, Craiova, Dolj County, Romania

Tel./Fax: 0040251.411.869 / 0040351.463.967

Email: [office@adroltenia.ro](mailto:office@adroltenia.ro)

Website: [www.adroltenia.ro](http://www.adroltenia.ro)

Work program: Monday – Friday, 08:30 – 16:30

---

#### **Elaborated by:**

Mihaela Lupănescu - Ro-Boost SME-s Project Manager  
Alexandra Sîrbu-Dragomir - Ro-Boost SME-s Communication Coordinator  
Loredana Tisan - Ro-Boost SME-s Customer Relations Officer  
Beatrice Georgescu – Ro-Boost SME-s Customer Relations Responsible