



International partnerships

# BUSINESS OPPORTUNITIES NEWSLETTER

DECEMBER 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 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: Polish manufacturer of personal protective equipment (FFP1, FFP2, FFP3 filtering half masks) seeks distributors

**SUMMARY:** A Polish company specializing in the production of FFP1, FFP2 and FFP3 protective face masks, is looking for new distributors in Europe. The products have all needed EU certificates including EN149 and Directive 93/92 EEC.

**DESCRIPTION:** A Polish company specializes in producing of personal protective equipment dedicated to the medical market. The company offers FFP1, FFP2, FFP3 filtering half masks which at the same time are a products of biologically clean medical equipment Class I. The company's products meet requirements of the European Norm EN 149 and the Directive 93/92 EEC. In addition, the company produces medical masks that meet the standard EN 14683 type I, II, IIR as well as hygienic masks. All products have been tested for filtration efficiency against a particle of the coronavirus size. All tests have been conducted by accredited European laboratories. Filtration effectiveness level of company's products is much higher than the minimum specified in European standards.



The company's offer includes five products:

- 1) Filtering half mask FFP3 MAX (medical device of class I) - five-layer mask with a filtration level  $\geq 99,9\%$ ;
- 2) Filtering half mask FFP3 (medical device of class I) - five-layer mask with a filtration level  $\geq 99\%$ ;
- 3) Filtering half mask FFP2 (medical device of class I) - five-layer mask with a filtration level  $\geq 94\%$ ;
- 4) Medical mask (Medical device of class I) - four-layer mask;
- 5) Protective mask - designated for 8 hours of work.

**PARTNER SOUGHT:** The company would like to start cooperation with distributors, wholesalers, healthcare institutions or any other companies in European countries that are interested in supplying of personal protective equipment. The potential partner must be a reliable company with a wide network of contacts located in the EU and have good market orientation in the field of the matter.

The company would like to cooperate under distribution services agreement.

**REFERENCE:** [BOPL20201102002](#)

### Italian manufacturer of gluten free pasta and potato gnocchi (allergen free factory) seeks distributors and manufacturing agreements

**SUMMARY:** An Italian company producing exclusively gluten free foods is looking for distributors and manufacturing agreements. The dedicated 100% gluten free and allergen free factory is authorized by the Italian Ministry of Health and holds several quality certificates. The wide product range includes: potato gnocchi, dry and fresh stabilized pasta, flours, snacks (salty and sweet), cookies, ready to use sauces and baking aids. The company's goal is to make "free from" products that taste good.



**DESCRIPTION:** The company manufactures Gluten Free pasta and potato gnocchi in an "allergen free" plant, with selected raw materials, respecting the Italian tradition and the privileged environment of its location that provides pure air and natural spring water. With 5 production lines, the company produces a unique assortment of more than 50 different pasta shapes and a great variety of potato gnocchi under its own brand and for several Private Labels.

Its catalogue also includes flours, cookies, cakes, snacks (sweet and savoury), crackers and sauces, exclusively gluten free, that are exported to over 20 countries. Today, the company is one of the leading gluten free manufacturer in the world.

**PARTNER SOUGHT:** The company is looking for importers and distributors ideally with an experience in the gluten free/health/organic sectors.

The company is also interested in evaluating Private Label production under manufacturing agreement for companies/retailers wishing to enrich/expand their gluten free line.

**REFERENCE:** [BOIT20201113002](https://www.boit20201113002)

**Swiss manufacturer is looking for distributors and / or commercial agents in the European market for range of plant-based, healthy, organic, natural and sustainable food products (bars, proteins, supplements)**



**SUMMARY:** This Swiss plant-based company specialized in the food sector is offering a range of unique organic and vegan products including supplements, snack bars & protein powder. In order to increase overseas market presence, the company is looking for experienced distributors / and or commercial agents in the food sector in Europe.

**DESCRIPTION:** This Swiss food company crafts sustainable, nutritional products such as bars, proteins, and supplements.

Everything is 100% organic, plant-based, Swiss quality, free of additives, and backed by science. The premium nutrition products is developed for performance. It is made with all-natural ingredients, free from additives and artificial stuff, with only top quality and best natural nutrients. The bars, proteins, and supplements are easy to digest and have a natural taste. They do not contain any artificial stuff, like additives, preservatives and sweeteners.

**PARTNER SOUGHT:**

The company is looking for food distribution companies, companies or purchasing centers interested in distributing healthy and organic food products. The company is willing to establish a commercial agency agreement or distribution services agreement.

**REFERENCE:** [BOCH20201014001](#)

## Turkish IT company with online reservations systems for hotels offers license agreements



**SUMMARY:** A Turkish IT company has developed an online reservation software (booking engine and channel manager) for hotels. It is a system where companies can offer their visitors the opportunity to book in their own language (11 languages).

**DESCRIPTION:** The product of the company is the main communication medium between service providers, customers (corporate, individual), and intermediaries (agencies), as well as being an online reservation system that enables accommodation companies in the tourism sector to carry out their service sales and marketing on their own websites.

The booking engine enhances the hotel website, encouraging visitors to book their rooms directly on the hotel's website. Hoteliers can also sell their rooms directly through their mobile website, Facebook page, and TripAdvisor page at no extra cost.

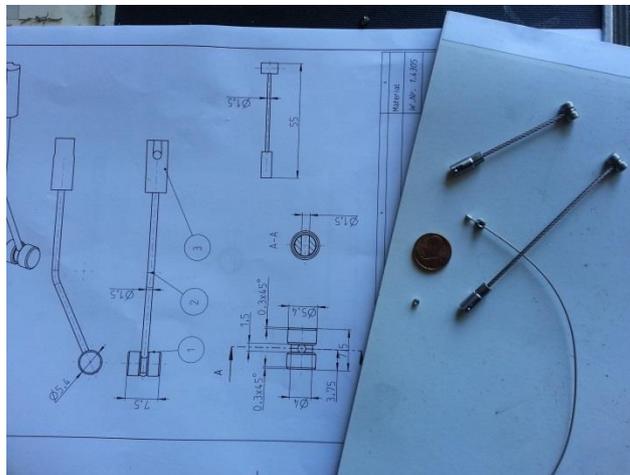
With the product provided by the company, companies pay less commission to booking sites and agencies by getting their online reservations from their own channels. With the secure payment options of the product provided by the company, companies guarantee their online reservations and facilitate the payment process.

**PARTNER SOUGHT:** Potential partners may be property management systems, information technology firms, online travel agencies, hotels, etc. They want to make an agreement within the scope of the license agreement to give other companies the right to use the product monthly or annually for a fee.

**REFERENCE:** [BOTR20201021001](#)

**A Slovenian developer and manufacturer of quality control cables and tension wire ropes for industrial use (automotive, aircraft, construction, agricultural machinery, etc.) offers manufacturing agreement to companies operating in these sectors**

**SUMMARY:** Slovenian small company from Primorska region, manufacturer of (automotive) control cables and tensioning wire ropes for industrial use, construction machinery, agricultural machinery etc. offers manufacturing agreement to foreign manufacturing companies from sectors of motorhomes / mobile homes production, construction and agricultural machinery production, small aircraft and other industrial machinery production. The company offers prototyping, custom made or semi serial production.



**DESCRIPTION:** The Slovenian has almost 40 years tradition. Today, the company manufactures and markets a wide range of products including different control cables and tensioning ropes composed from wire ropes, flexible shafts and different terminals.

The company produces control cables, tensioning wire ropes and flexible shafts from diam. 0,5 to 10,0 mm, all of them with or without casing. All items could be supplied cut to length only or assembled with different terminals.

The company already produces the control cables and tensioning wire ropes for industrial use, eg. for automotive, construction and agricultural machinery, military vehicles, campers, etc. Products come into use wherever pulling or tensioning is required.

**PARTNER SOUGHT:** The company offers its products to small, medium sized and big companies, producers of motorhomes and mobile homes, construction and agricultural machinery, small aircrafts, military vehicles and producers of other industrial machinery. The role of partners sought is to define the technical characteristics and type of product they want to order, specify the purpose of using the product and define the production quantities they want to order. The Slovenian company then produces sample cases, which, after inspection, testing and confirmation by the customer, are then produced and delivered in the desired quantities.

**REFERENCE:** [BOSI20201026001](https://www.bosiposlovje.com/en/2020/10/26/001)

## Polish manufacturer of wooden stairs and wooden floors is looking for distributors in the European countries

**SUMMARY:** A Polish company specialized in the production and installation of wooden stairs and wooden floors made of oak and ash is looking for distributors in the European Union.

**DESCRIPTION:** The company produces standard stairs, retro stairs, box stairs as well as steps which can be added directly onto concrete stairs. The company also provides complete railings in wood as well as in a combination of wood and metal, and accessories including handrails, banisters, newels and balusters, panels, skirting boards, and wooden floors.

The material used for the production of stairs and wooden floors is bought from trusted and proven sawmills in Poland providing high-quality wood, which is EU-certified with Forestry Stewardship Commission (FSC) certification.

All hardwood products are made from seasoned and dried woods, treated in specialized dryers and customers can select from a range of products, depending on color and grain, including solid and butcherblock steps.

To expand its sales, the company is looking for distributors of wooden stairs and wooden floors in the European Union.

**PARTNER SOUGHT:** The company seeks distributors who can sell products in their domestic markets. The sought partner should be active in the wooden construction elements fields and should be able to perform the distribution of the Polish company's products. Potential partners of the company's interest could be also individual distributors. The partner's tasks will be to distribute the company's products on the local market.

**REFERENCE:** [BOPL20201119003](#)



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