



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 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 and mihaela.lupancescu@adroltenia.ro.

Turkish SME offers polyurethane and metal automotive parts under manufacturing agreements

SUMMARY: The Turkish SME is expert on design and manufacturing of automotive parts such as interior trim parts, exterior trim parts, steering wheels, etc. The company is seeking partners who are looking to source these types of parts under a manufacturing agreement or an existing parts manufacturer wanting to increase production capacity or product range.

DESCRIPTION: The company staff has more than 25 years of experience on product design and manufacturing of polyurethane, thermoplastic and metal parts for the automotive industry.

The product range includes steering wheels, cockpits, protective covers, handles, steering locks, seats, ceiling - side wall panels, partition walls, steering covers, protective bars, headliners, arms, driver handles etc. The company is already supplier for major automotive companies such as Mercedes, BMC, MAN, Temsa, Van Hool etc.

The company can provide products and services from design step to the final manufacturing steps. State-of-the art "Quantum arm" 3D equipment enables reverse engineering applications. The company has expertise in design and manufacturing of lightweight and durable parts. The processing infrastructure is suitable for manufacturing in any desired color of materials.

PARTNER SOUGHT: The type of partners sought for manufacturing agreement are enterprises from automotive industry. The partner is expected to provide either whole design or a concept of design for the parts to be manufactured.

REFERENCE: [BOTR20201202001](#)



Intelligent gateway to collect IoT sensors data in a mobile way (bus, cars, trains, drones)

SUMMARY: A French SME has developed edge computing solution, mixed hardware-software, with innovative functionalities that allows the collection and delivery of IoT sensor data and web content in a limited connection environment. The SME seeks commercial agreements with technical assistance with ICT integrators in Europe managing smart projects in the sectors of smart city, industry 4.0, intelligent transport, smart ocean. Research cooperation agreement is sought to further develop the technology.

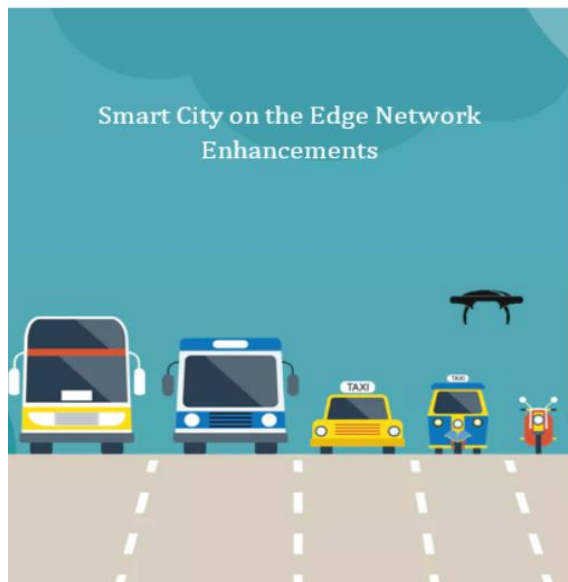
DESCRIPTION: The French company has developed an edge computing solution, including an intelligent gateway that is a mix of hardware and software with innovative features for caching, dynamic prefetching and edge applications hosting, enabling the collect of data from high-quality sensors, including cameras, even where network coverage is low or quite inexistant. The solution can be used with several IoT sensors, including connected cameras. The use cases could be:

- air quality,
- noise level
- displacements and vibrations for both buildings and infrastructures
- double parking detection
- intrusion detection
- environment observation, etc

The solution is currently experimented in Rennes (France) for Air quality monitoring, in Matosinhos (Portugal) for the alerting on Double parking in the city, in Catania (Italy) for the monitoring of critical infrastructures and buildings. Commercial agreements with technical assistance are sought.

PARTNER SOUGHT: ICT integrator partners managing Smart projects (cities, transports, industry, maritime) and dealing with municipalities, transport operators and smart services providers are sought for commercial agreements with technical assistance. Research agreement is sought with Academic or SME partners in the field of ICT to cooperate under funded projects (H2020 or others) in order to further develop the technology to implement new features (beyond 5G, multi-access edge computing, deep edge computing, IA for content processing, content delivery).

REFERENCE: [TOFR20201130001](#)



Accredited Italian agro-food technology centre offers its food and wine certification services

SUMMARY: An agro-food technology centre in central Italy is accredited as a certification body for different kinds of agricultural products. The centre has in-house expertise and instrumentation in food certification, and experience in international cooperation. It offers certification services to agro-food growers, producers or consortia, distributors or others seeking food certification, through an outsourcing or subcontracting agreement.

DESCRIPTION: The centre operates as an independent third party for the certification of agri-food products and has decades of experience. It has been recognised since 1998 by the Italian Ministry of Agriculture and Forestry as a Private Inspection Body for products with protected designation of origin (PDO) and protected geographical indication (PGI) and, more recently, Traditional Speciality Guaranteed (TSG) (EC Reg. 1151/2012).

Other certifications it is accredited to issue are:

Beef labelling (traceability) in accordance to EC Reg. 1760/2000 and EC Reg. 653/2015; Traceability System in the feed and food chain in accordance with International Organization for Standardization (ISO) 22005:2007; Wines in accordance to EC Reg. 110/2008, EU Reg.1308/2013; and Integrated Crop Management National Quality System (SQNPI), an Italian national guideline on sustainable, environmentally-friendly and human health-friendly agronomy techniques.

Companies/growers/producers interested in obtaining certification will be asked to submit their goods to the investigatory procedures specific to the type of product certification sought. The investigation and certification will be performed by the centre under an outsourcing or subcontracting agreement.

Certifications are recognised in EU member states (in accordance with EU regulations) and International countries as provided in accordance with ISO rules.

For the producers, quality and traceability certifications add value and market advantage to agricultural products; to consumers, they provide an assurance of quality and transparency.

PARTNER SOUGHT: Producers, growers, associations and consortia of producers/growers, stores and chains, brands, and any others wishing to obtain certifications for agricultural products including wine, in order to gain market advantage and provide a guarantee of quality and transparency.

REFERENCE: [BOCH20201014001](#)

A Portuguese manufacturer of shelving systems and professional hospitality equipment is looking for distributors

SUMMARY: Portuguese company, producing professional equipment and furniture, specialized in storage shelving systems, as well as, hospitality industry (HoReCa) seeks distributors.

DESCRIPTION: This Portuguese company has over 40 years of experience in the metallurgic and metalwork area and has consolidated its market position in the production and commercialization of hotel and health equipment in stainless steel. The company has an international brand, distributed in some of the sector's biggest stores in Europe.

The company has already experience in international market, such as Spain, France, Germany, Belgium and Maroco

One of their main products is the aluminium and polypropylene shelves, made with non-corrosive materials, and with several dimensions of shelves and rack stands. It is suitable for temperature resistance: - 40° up to 80°. Ideal for cold rooms, laboratories, hospitals, kitchens.

PARTNER SOUGHT: The company is willing to conclude distribution service agreements with potential partners. The partners could be professional equipment distributors (shelving systems and hospitality) and in the retail and large-scale distribution chains.

They are open to negotiate the terms of distribution.

REFERENCE: [BOPT20201207001](#)

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