



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

## German SME offers high quality cutting-edge laser instruments for tissue processing and cell manipulation under manufacturing agreement

**SUMMARY:** An innovative German SME develops and produces high quality cutting-edge laser instruments for tissue processing and cell manipulation. The instruments are suitable for diagnostics, research and development in pharma, biotechnology, regenerative medicine and also in material sciences for material testing. The company is looking for partners under a manufacturing or commercial agreement with technical assistance.

**DESCRIPTION:** Since the German company was founded in 2013, it develops and manufactures laser based solutions for tissue and material cutting. Among other products, their portfolio consists of the following laboratory devices and solutions for laser processing and imaging:

1. OCT-image Guided Laser Microtome: the laser microtome is a multi-purpose sectioning instrument, which enables precise and contact free cutting of biological samples and a broad range of other biomaterials. It can be used for sectioning, structuring or gentle extraction of samples and materials in 2D and 3D for analysis.
2. Laser Based Nanodissection System: the cutting microscope provides a powerful technology platform for precise and gentle laser dissection which enables precise, contact-free 3D-nanodissection of living cells and even subcellular structures.
3. Customized Laser Cutting Solutions: the company also develops customized laser cutting solutions for sample preparation in medtech, pharma, biotech and materials research. They offer: modular and customized systems; integration of laser cutting tools into existing imaging systems; development of concepts, new methods and systems for the use of ultrashort pulse laser systems; development of new applications and protocols.

The SME is already engaged in transnational cooperations and represented in several countries such as China, Japan, UK and Korea. In order to expand their business, the company is looking for partners interested in manufacturing or commercial agreements for their laser cutting instruments.

**PARTNER SOUGHT:** The SME is looking for partners under a manufacturing or commercial agreement, operating in the following fields:

- Medical device industry
- Preclinical and clinical histology or pathology
- Regenerative medicine and tissue engineering
- Life Science, R&D institutes and industry
- Research in pharma, biotech, medicine & biology

The company is looking for industrial or research partners, who are interested in a manufacturing agreement for the further development of the devices and solutions. The company is also keen to collaborate with potential industrial or research partners, who are willing to use the instruments and devices for their particular purposes. In this context they are willing to sign commercial agreements.

**REFERENCE:** [TODE20201209001](#)

**Belgian company specialised in the production of orthodontics material is looking for distribution partnership in Europe in medical centres or specialised dental services**

**SUMMARY:** The Belgian company is active in the field of orthodontic products. It manufactures and exports high quality orthodontics products, offering also a repairing service of defect products.

**DESCRIPTION:** The company produces a range of appliances for different types of orthodontic therapies including the specialist orthodontist and the general dentist. Products include : metal brackets / ceramic brackets / buccal tube / molar band / arch wire / elastic / accessory / pliers / ortho tool.

The company is looking for distributors of dental products. The distributors have to be active in the dental, orthodontic, dental laboratory or dental health sectors. A cooperation with commercial agencies can also be considered. The company is also offering manufacturing agreements to dental centers.

**PARTNER SOUGHT:** The company is mainly looking for dental centers for a distribution agreement or for a manufacturing agreement. Full service is offered also in terms of repairing defect tools from other brand. The company is also looking for commercial agents with an experience in the medical or dental sector.

**REFERENCE:** [BOBE20200811001](#)

## A Turkish company which is in need of white marble is looking for partners in Greece, Romania and Bulgaria to conduct supplier agreements

**SUMMARY:** As part of a major project, Turkish company decided to use white marble, which is being produced mainly on Thassos Island, Greece. Therefore, company wants to provide materials by contacting the Greek, Bulgarian and Romanian manufacturers producing this product.

**DESCRIPTION:** The Turkish company located in Izmir is direct manufacturer, supplier and exporter of exquisite white marble, established in 2003. The headquarters is located in Mugla and only a few hours far from Gulluk port and Izmir port. The aim of the establishment is to bring unexplored rich marble mines to the Turkish and world market.

Since 2003, company combined accumulated craftsmanship with modern production technologies and has occupied a prominent place on the international market and national market. Company provide clients cutting edge and high end-quality marble to establish profitable long-term relationships. Company also offer several qualities of marbles to meet the needs of different customers.

Company is one of the few owners of a Mugla white quarry and this gives company a significant competitive advantage on the white marble market. Quarry ownership over the unique Mugla District provides the company a complete vertically integrated structure in the field of excavation and processing. Company cuts, manufactures and exports white marble blocks, slabs and floor and wall tiles as well as marble powder in bulk quantities. Polished, honed, brushed, tumbled, sandblasted and hammered surfaces are available. The company export materials to countries such as Germany, France, Italy, Spain, Portugal, United Kingdom, India, USA and North America. Furthermore, company has secured excellent relationships with numerous quarries, allowing them to supply the brilliant materials.

Company works with construction companies and architectural firms, nature stone exporters to supply marble in compliance with their needs and requests. Their trading department members are 7/24 on line to ease international communication, and company is ready to support their esteem clients in technical assistance, commercial advice, and all the needs to supply in exact accordance with their orders with inspection certificate.

The company has started a new product project and therefore needs white marble produced in Greece, Bulgaria and Romania under supplier agreement.

**PARTNER SOUGHT:** The company is interested in partners which are manufacturing white marble from Greece, Bulgaria and Romania for short-term as well as long-term cooperation. Requested partners can be any company, involved in construction sector. Company is interested in supplier agreements with manufacturers who manufactures above mentioned products.

**REFERENCE:** [BRTR20200717001](#)

## A German SME is searching for subcontractors from Poland and Romania for bricklaying and concrete works

**SUMMARY:** A German construction company is searching partners for the construction of chicken and pig stables in Germany and Eastern Europe. The German SME is searching for construction companies from Poland and Romania specialized in bricklaying and concrete works interested to work as subcontractor during the erection of stables in various German locations.

**DESCRIPTION:** A German SME active in the construction sector for several generations is searching for partners from Poland and Romania for the erection of several pig and chicken stables in Germany and for additional projects in Eastern Europe. Targeted partners are construction companies experienced in bricklaying and concrete works.

The German company has contact persons who speak Polish and Romanian. The partnership will help the German Company to increase their market share and will offer foreign partners the opportunity to increase their turnover.

**PARTNER SOUGHT:** The German company seeks partners experienced in concrete works and bricklaying if possible also in the construction of stables. Targeted type of cooperation are subcontracting agreements.

**REFERENCE:** [BRDE20201027001](#)

## Innovative patented electronic devices for accordions to live imitate the sound of duo, trio, quintet or ensemble offered by Slovenian company under commercial agency agreement

**SUMMARY:** A Slovenian company develops, manufactures and installs high-quality technical audio equipment - electronic systems with patented solutions for all types of accordions that enable to play live solo hundreds of instrument sounds without having to previously prepare recordings or playbacks. The products are suitable for amateurs, semi-professional and professional players. The company is looking for partners to commercialize the products under commercial agency agreement.

**DESCRIPTION:** The Slovenian company specialized in electronics for accordions was established in 1995, but it has almost 100 years of family tradition in accordion production - one of the world leading companies in the sector who has by team of accordionists, electronics and musicians experience in development, production and installation of musical devices.

Integrated device in accordion makes it possible to play all musical genres live and only with unique patented functions is easily to imitate the sound of duo, trio, quintet or ensemble in a way that accordionist can play hundreds of instruments and becomes an "one-man-band". Internal microphone systems suitable for live performing or studio recording offer amplified accordion's sound, great power and freedom of movement while playing.

**PARTNER SOUGHT:** The company is looking for partners among micro, small and medium sized companies engaged in the production, service and distribution of music instruments, such as accordion manufacturers, repair or tuning services companies, sellers, installers of electronics, music stores, music houses, music schools or any other company related to the music branche for commercial agency agreement. Prospective partners should be able to play the accordion to sell the products. For the installation of the products the partners should have experience and knowledge in the field of accordion servicing.

**REFERENCE:** [BOSI20210106001](#)



## CONTACT

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