



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.

Italian automotive design and special vehicle production company seeks engineering service providers for work package outsourcing

SUMMARY: Italian automotive design and special vehicle production company seeks engineering service providers for work package outsourcing. Outsourced packages could include Computer Aided Design (CAD) and Computer Aided Engineering (CAE) services based on inputs provided by end customers.

DESCRIPTION: The Italian based company has an outstanding portfolio in the field of industrial design and engineering services, which are delivered to the automotive industry at global level through its subsidiaries in Europe, Asia and North America. The company is committed to providing car manufacturers with design, style, engineering and manufacturing of special vehicles such as motor show models and limited car series.

Also with a view to integrating the activities of its internal engineering centre, the company is currently considering outsourcing specific design work packages related to car interiors and body-in-white panels. The engineering centre may also ask selected partners to deliver Computer Aided Design (CAD) and Computer Aided Engineering (CAE) services based on CAS files provided by end customers.

Potential partners shall be located in selected countries and have proven experience in car bodywork design and calculation, both for aluminium and for composites panels and structures. A portfolio of past projects will be required and evaluated during partners' selection process, being mandatory to have experience in the following fields:

- automotive body works (panels) and Computer Aided Design (CAD) with computer programs CATIA V5 and Unigraphics;
- body-in-white design for car underbody and upperbody, closures (doors, hoods, bonnets, trunks) and exterior trims;
- design for interior trims, instrument panel and central console.

Preferential additional experience with Computer Aided Engineering (CAE) for safety prediction and NVH (Noise, Vibration, Harshness) calculation.

PARTNER SOUGHT: Ideal partners are small and medium sized companies with expertise in automotive design and calculation, from the following countries: Bosnia and Herzegovina, Brazil, Bulgaria, China, Croatia, Czechia, Hungary, India, Poland, Romania, Russia, Serbia, Slovakia, Slovenia, South Korea, Turkey. Selected companies should be able to take on full responsibility and coordination over the design work packages assigned through their own internal resources and expertise (no subcontracting).

REFERENCE: [BRIT20210202001](#)

Macedonian company specialized in production of agricultural machinery, containers, steel structures and spare parts is looking for distributors or commercial agents

SUMMARY: The company from North Macedonia is specialized in manufacturing of a variety of metal products such as agricultural machinery, containers, steel structures, fences, spare parts and other metal products and parts according to customers needs.

They currently export to some of the countries in the Western Balkan region, but are looking for possibilities to expand their business on the Eastern European market through distributors and commercial agents.

DESCRIPTION: The company was founded in 1971, and since then it went through several development advancement stages. Nowadays, their product portfolio consist of:

- Agricultural plug-in mechanization and machinery;
- Railings and steel constructions;
- Metal containers;
- Other steel and metal products and spare parts

PARTNER SOUGHT: In order to be able to offer their wide range of products and different sizes, the company is looking for distributors and commercial agents interested in signing distribution and commercial agents agreements, preferably with partners from Eastern Europe such as Poland, Czech Republic, Slovakia, Romania, Ukraine and Belarus.

REFERENCE: [BOMK20201223001](#)



French SME urgently looking for a subcontractor partner specialising in the production of high quality lacquered/varnished wood furniture for children

SUMMARY: A French SME designs and markets high-end wood furniture. It is looking for a subcontractor partner to produce children's furniture such as desks, stools, tables, shelves.

DESCRIPTION: The French SME is managed by woman entrepreneur who designs and sells its furniture in France and Europe since 2014. They give importance to material quality, soft lines and handmade manufacture. The company has launched in 2020 a new product line for children.

The SME is looking for a new furniture maker working in respect of know-traditional craftsmanship, quality and flawless finish and concerned with sustainable forest management. The partner should work with solid woods or MDF and manufacture custom-made furniture according to the detailed plans in medium series. The partner should be able to deliver a finished product, packaged and ready to send to the final customer. The partner will have to take in charge the transport to their warehouse in France.

PARTNER SOUGHT: The partner should work with solid wood (oak, walnut, beech) and medium-density fibreboard (MDF). The partner should respect traditional assemblies (let / tenon, dovetail). The partner also should be equipped with numerical control machines (hardware: hinge / compass) and a cabin for painting / lacquering / varnishing. Types of furnitures to be produced are: kids desk - kids table - stools - benches - shelves. A subcontracting agreement is sought with a company located in Eastern Europe (Poland, Estonia, Latvia, Lithuania, Czech Republic, Slovakia, Hungary, Romania, Bulgaria) for a long-term partnership.

REFERENCE: [BRFR20210203001](#)



Turkish producer of textile dyestuffs is looking for distributors in Egypt, Romania and Israel

SUMMARY: Turkish company specialized in manufacturing of textile dyestuff and other textile chemical is looking for distributors in Egypt, Romania and Israel.

DESCRIPTION: Turkish company specialized in manufacturing of textile dyestuff and other textile chemicals. The company is fully integrated chemical distributor, recognized as an optimal source for chemicals, related raw materials, formulated products, outsourcing services, dyes and chemical management expertise. The company combines a wealth of experience and technology, to supply an extensive range of high quality dyes, from its modern facility in Bursa one of industrial centers of Turkey. The company services to its partners in a variety of industries including beverage, dyeing and coatings, leather, pulp and paper and chemical. The company also provides complete testing, evaluation and resolution services. The company is looking for distributors to start up fruitful transnational cooperation in Egypt, Romania and Israel.

PARTNER SOUGHT: The Company is looking distributors in order to reach the markets in Egypt, Romania and Israel active in beverage, dyeing and coatings, leather, pulp and paper and chemical sectors. The potential partner should have its own customer database in order to ensure getting a quick and healthy penetration to the markets in above mentioned countries.

REFERENCE: [BOTR20201126001](#)

CONTACT

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

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