



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.

A French manufacturer of spices and gourmet products is looking for new partners abroad under a distribution agreement

SUMMARY: The French company is a manufacturer of authentic and delightful recipes, prepared from high quality ingredients, each one carefully selected (no preservatives, no artificial flavours), following traditional methods.

The company is offering a range of more than 350 gourmet products such as jams, honeys and spices, emblematic of the French gastronomy, and is looking for long-term partners in Europe under a distribution agreement.

DESCRIPTION: The French company has been producing fine grocery products based on quality and authenticity in France since 1921.

Nowadays the manufacturer produces jams, honeys and spices in two factories located in South and North France. The company sells a large offer of gourmet products manufactured in France, by French producers with specific know-how. The manufacturer retains its drive to share and revive forgotten flavours through recipes, traditional or new, with regional, local, cultural roots. Every product has its own story. Their know-how is the one of passionate craftsmen, working to get the best out of ingredients

PARTNER SOUGHT: They are looking for distributors in Germany, the UK, the Netherlands, Russia, Switzerland, Italy, Spain, Poland, Bulgaria, Romania, Czech Republic, Hungary and Greece under a distribution agreement.

Ideally, the potential partner should represent or work with major grocery shops or supermarket chains in his/her region.

REFERENCE: [BOFR20210217001](#)



Maltese destination management company and incoming travel agency is looking for tour operators and travel agents in the EU for commercial agency agreements regarding travel to Malta

SUMMARY: Maltese travel agency and destination management company is specialised in handling travel and accommodation arrangements, meeting facilities, social events and various other services. They can provide services for leisure, cultural, religious, educational and sports groups, as well as for individual travellers and they are looking for travel agents or tour operators who are willing to collaborate with them for incoming travellers to Malta.



DESCRIPTION: This leading Maltese destination management company and incoming travel agency was founded in 1998 in Malta. It offers all B2B services related to incoming leisure and cultural groups, special interest groups such as religious, English learning, football and other sport training camps, walking, active, diving and various others. They also handle (M.I.C.E) meetings, incentives, conferences and exhibitions whilst also catering for individual travellers.

Their services include (but are not limited to) meet and greet services at the airport, transfers, services by multi lingual staff throughout the stay, accommodation in all categories and different properties, all sorts of excursions, be it 'seat on bus' excursions to tailor made private ones, active excursions such as walking or biking, team building games, evening themed dinner programs and many more.

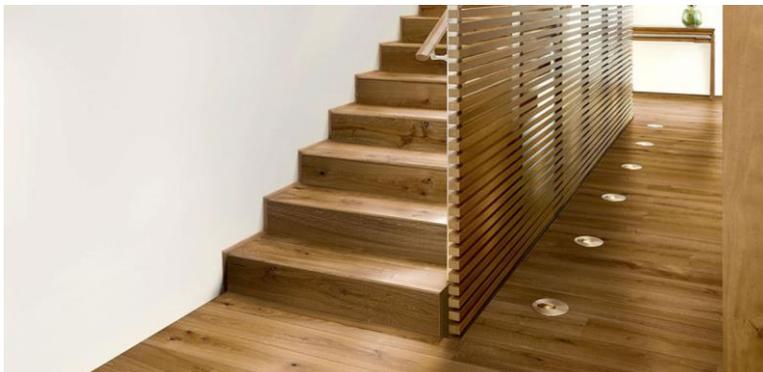
They are looking for co-operation with suitable partners in the EU who would use their services for their clients coming to Malta and willing to conclude a B2B commercial agency agreement.

PARTNER SOUGHT: The client is looking for partners who are interested in collaborating with this incoming tourism agent. They are able to take care of all arrangements required for any organisation interested in sending people to Malta such as individual travellers, groups, conferences, meetings and also take care of all services namely transfers, accommodation, all sort of excursions, activities, lunches, dinners, themed evenings. Commercial agency agreements are sought.

REFERENCE: [BOMT20210309001](#)

Well-established Austrian company offers 2- and 3-layer parquet systems as well as wooden stairs with tongue & groove and clicksystem to distribution partners in CIS & CEE countries

SUMMARY: The Austrian company, being market leader in intelligent parquet and wooden stair systems within its domestic market, constantly focuses on innovative, sustainable solutions and ecological responsibility. The company is thus able to offer its future partners a variety of extraordinary functions such as maintenance-free, healthy or sound-reduction parquet. For its varying products, it currently seeks to conclude distribution services agreements with partners in selected CIS & CEE countries.



DESCRIPTION: The Austrian family business with a rich tradition in wood processing was originally founded in 1831. Today, the seventh generation runs the firm still headquartered in the federal province of Styria in south-east Austria, but operating worldwide.

Over the years the company evolved into a real expert for parquet floors with function as well as for individual wooden stair solutions and thus became internationally renowned. Thanks to the passion, curiosity and innovative power of the company that makes "parquet intelligence" possible, it is well on its way to becoming a leading European company in this field. The company can offer sophisticated and durable products. Being able to manage the entire value chain and conscious of ecological responsibility from start to finish, its products are manufactured exclusively in Austria at the company's headquarter.

The company is looking for established business partners in selected CIS & CEE countries with (some) experience in transnational cooperation to cover distribution services as well as business development activities. As the company's strategy is focusing on high-quality and reliability in all its facets, this points should also be anchored in the partners' strategy and activities.

The company offers to its partners: highest quality raw materials, traditional craftsmanship, technical innovations, absolute precision, decades of experience.

PARTNER SOUGHT: Seeking partners with direct access to the local market of wooden parquet and stair systems as well as with a good understanding of the respective sector, the company aims at cooperating with property developers, architects, installers, retailers and facility managers, who can offer distribution services. The firm is especially interested in working with distributors from Croatia, Bosnia, Albania, Kosovo, Romania, Greece, Cyprus and Bulgaria, who attach the same importance to ecological responsibility, standards and innovative design as the company itself.

REFERENCE: [BOAT20210316002](#)

Macedonian producer of protective clothing is looking for European business partners

SUMMARY: Macedonian manufacturer of protective clothing is looking for new business opportunities and partners from Europe. They are looking for companies involved in the production process and companies from industries that need to be equipped with first class protective clothing, in order to establish a long-term business relationship through manufacturing agreement, by offering their extensive product portfolio of own-branded goods.

DESCRIPTION: The Macedonian company has been established in 2007 as a subsidiary of a renowned Croatian market-leading protection gear producer operating over 30 years. They offer a broad range of protective clothing products which are available according to the specific purpose, and can further on be designed and adjusted to the customers' specific needs. Their operation includes:

- production of clothing for hygienic and technical protection for different industries, with the availability of custom embroidery and transportation of the final products;
- licensed distribution of four well-established European protection gear brands.

The consistent investment in technology has enabled them to develop not only modern, but also customized and innovative solutions, adapted to specific temperature, acidity, visibility, voltage and other delicate working environment conditions.

PARTNER SOUGHT: The Macedonian company is looking for foreign companies for long-term business cooperation in the form of manufacturing agreement. The partners they are looking for should preferably be companies involved in production of protective clothing, supplying industries where the demand of protection is a priority.

REFERENCE: [BOMK20210315002](#)



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