



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.

Dutch sustainable producer of premium Beemster cheese is looking for partners under distribution services agreements

SUMMARY: The Dutch company, with a long history of cheesemaking, is specialized in producing, marketing and distributing Beemster cheese on international scale, but would like to expand export activities, mainly to South and East European markets under the form of a distribution agreement.

DESCRIPTION: The Dutch cheese producer from the northern part of the Netherlands is famous for its prize winning Beemster cheese. In 2014, Beemster opened the greenest most sustainable cheese dairy in the world. Their new cheese dairy has maintained all artisanal production methods that affect the character and quality of Beemster cheese.

Beemster offers all of the following:

- Premium Gouda Cheese 1 month matured up to 26 months;
- Herbal cheeses;
- Goat cheese;
- All kinds of Dutch cheeses in general.

The cheeses are matured on wooden boards from 1 months up to 26 months. All cheeses are Protected Designation of Origin (PDO) certified. The company has its own brand, but is also open for private label.

PARTNER SOUGHT: Distribution partner can be cheese shops or retailers. Knowledge of the local market of cheese and experience to work in an international field is a plus. The partner should know how to manage the inmarket distribution and recognize the different channels and opportunities to sell the cheeses to. Support is offered to partners by providing Point of Sales (POS) materials, salestraining and promotions.

REFERENCE: [BONL20210315001](#)



Serbian producer of briquettes and pellets from biomass seeks distributors and commercial representatives for its products

SUMMARY: A Serbian company produces briquettes and pellets from biomass and waste wood. The current operating capacity is about 800 tons of briquettes per month which can be doubled at short notice. The briquettes are packed in several different ways: cardboard boxes of 20 kg, foil of net weight 10 kg or strong PP (polypropylene) bags of 25 kg and 30 kg. The company is looking for commercial representatives and distributors for its products in Europe.



DESCRIPTION: The Serbian company was founded in 2002 and its products have been sold in the domestic market for over 10 years using a well-established distribution network.

Briquettes are made from sawdust, waste material from wood processing. In the case of high demand, the company can increase the production of up to 1,600 tones of briquettes per month, because it has two high-quality machines in reserve. The company is dedicated to maintaining supplies throughout the year to cope with demand. Production takes place every day in three shifts, thus the inventories are always quickly restored and maintained.

In terms of biomass and the potential of Serbia in this regard, the company is a member of the Energy Committee of the Executive Council of Vojvodina.

PARTNER SOUGHT: The company is currently looking for agents and distributors in Montenegro, Greece, Hungary, Croatia, Slovenia, Romania, Albania, Macedonia, Bulgaria with contacts to the relevant markets in each country - via DIY stores, supermarkets and petrol stations or heating suppliers.

REFERENCE: [BORS20210326001](#)

A Croatian producer of cosmetic products based on colloidal silver seeks distributors and commercial agents

SUMMARY: A Croatian company, specialised in the production of natural cosmetics, offers a unique range of products based on colloidal silver, essential oils, and natural oils, without preservatives and artificial scents. The company also organises production processes and creates custom-made formulas for other companies or brands involved in the production of cosmetics. It is looking for cooperation under a distribution services agreement, commercial agency agreement and manufacturing agreement

DESCRIPTION: This company, specialised in the production of natural cosmetics based on colloidal silver was founded in 2008, in Serbia. The Croatian branch was established in 2016, representing the product in Croatia and the rest of the European Union. The company's products are also exported into Macedonia, Montenegro, Sweden, the USA, and Canada. The Croatian company is the only one in the region that offers such a wide range of cosmetics based on colloidal silver, essential oils and natural oils, without preservatives and artificial scents. Its portfolio includes: silver water (containing colloidal silver ions), body lotion, shampoo, mouth spray, toothpaste, day and night creams. All products contain high concentrations of colloidal silver, being of premium quality.

The company wants to identify partners with whom to promote and sell products on European Union markets. The ideal partners would be cosmetics wholesalers, wholesalers and retailers of health and beauty products, wholesalers and retailers of natural products, drugstores and pharmacies. The partners would also be expected to conduct marketing activities in their countries. If necessary, the packaging can be adapted to any language and country.

PARTNER SOUGHT: Regarding the collaboration agreements concerned, the company is looking for: cosmetics wholesalers, wholesalers and retailers of health and beauty products, wholesalers and retailers of natural products, pharmacies with already established distribution channels, independent commercial agents or manufacturers of cosmetics that need a partner who can ensure their production processes or provide customized formulas for creating cosmetics. Under the distribution agreement, the partners will distribute the company's products in their markets and carry out marketing and promotion activities in their countries, and under the trade agreement, the partners will be responsible for representing the company and its products in their own countries.

Regarding the manufacturing agreement, the partners should specify their own production needs and provide the necessary information to develop a formula appropriate to their needs.

REFERENCE: [BOHR20200511001](#)

Bulgarian agricultural machinery is offered for distribution in Romania under distribution services agreement

SUMMARY: A Bulgarian company manufacturer of agricultural machinery such as grain dryers, complete pellet lines, augers, dryers for bulk materials, grain cleaning machines and lavender harvesting machines is looking for partners in Romania.

DESCRIPTION: This Bulgarian company was founded in 1992 in North-East of Bulgaria. Initially, the company begins with manufacturing under the supervision and requirements of a German company. The main activity of the company is engineering and manufacturing of grain dryers. After a few years in the sector, the company used its resources to expand the production gamma and engineered new products according to sector demands of the home and foreign markets. The company started manufacturing of agricultural machines like grain cleaning machines, compactors, different types of conveyors and also equipment for drying bulk materials, fruits and straw. Following the tendency in the sector, the company managed to engineer and create own drying equipment useful for manufacturing pellets and briquettes. When the renewable sources gained popularity, the company managed to make a complete line for production of pellets from wood and straw.

Products list:

- grain dryers;
- complete pellet line;
- augers;
- dryers for bulk materials;
- grain cleaning machines;
- lavender harvesting machines.

PARTNER SOUGHT: The company wants to conclude a distribution agreement with Romanian companies. Potential partners are required to have knowledge and expertise in selling agricultural machinery. The company provides support for each stage of sales, including design, commissioning, after sales and spares service.

REFERENCE: [BOBG20200302001](#)



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