



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).

## Swiss manufacturer for sustainable and economical soil enhancers and plant strengtheners products is looking for distribution partners in technology for agriculture

**SUMMARY:** A Swiss SME develops and manufactures sustainable and economical products for soil and plant treatment. All products are manufactured in Switzerland under certified quality standards.

**DESCRIPTION:** The company has developed a technology that makes it possible to transfer selected active frequencies and properties to other carrier materials. The carrier materials are either liquid (sugar beet molasses) or solid (stone meal). The technology is based on physical mode of action rather than classical application with chemical additives. The product system is successfully used in various fields of agriculture worldwide. The technology was tested in over 30 countries under different conditions (weather, climate, soil & crop quality etc.) and show great results in all areas.

Currently two products are ready for market. One for active and fertile soil and one for vital and productive plants. The field of application is not limited by soil types or crops, it can be used in any condition. The advantage of the products is that they are based on physical principles.

**PARTNER SOUGHT:** The company is looking for partners in the field of distribution of agricultural products, well-connected in the agriculture market and open for innovative solutions. The activities to be performed by the partners are to distribute, represent and offer products on external markets.

**REFERENCE:** [BOCH20210510001](#)

## Innovative Danish company offering unique solution for home offices seeks manufacturing partner

**SUMMARY:** An innovative Danish company specialising in ergonomic furniture has designed a height adjustable office desk that is meant to cover a niche market within the home office area.

**DESCRIPTION:** The furniture designed by the Danish company is ergonomically correct and will give the user a healthier working posture, while increasing at the same time the effectivity of working space at home. When not in use, the desk is easy to fold together and store away so that the users' home is not an office all the time.

The desk consists mainly of aluminium parts which should be powder coated. These should be made of standard profiles and welded. The other components can be eventually sourced from sub-suppliers if needed. Other materials used for the desk include compact board / laminated wood for the desk plate, polyoxymethylene (POM) fittings, plastic handles, metal springs and gas strut. The partner is expected to do the assembling and to be responsible for the product as a complete system. Welding as well as other metal working are expected to follow EN/ISO standards.

The company will initially order a batch of 500 pieces for delivery as fast as possible and expect a total sales volume of 2-3000pcs in 2021 with significant growth in 2022 plus additional products added to their portfolio.

**PARTNER SOUGHT:** The Danish company is looking for a partner that can handle and organise the whole process, from giving input to design optimisation, making technical drawings, making a prototype before mass production, manufacturing, including handling any sub-suppliers, to assembling, handling packaging and shipping.

**REFERENCE:** [BRDK20210507001](#)

## UK manufacturer of environmentally friendly cleaning products seeks distributors

**SUMMARY:** This well-established UK company manufactures and supplies environmentally friendly cleaning products, using ethically sourced ingredients and 100% recyclable and recycled bottles. Its wide range includes products for laundry, dishwashing, household cleaning, as well as hand soaps and sanitizers. The company already supplies a large number of overseas customers, but is keen to grow its distribution network through the appointment of new distributors throughout the EU.

**DESCRIPTION:** The UK company was established over 30 years ago, with the aim of developing and supplying household cleaning products which offer naturally-derived alternatives to the harsh cleaning chemicals traditionally used. The range of products it now supplies clean safely and effectively, without harming people or the environment and at an affordable price. All the products are manufactured in the UK and the company has traceability on all the plant-based ingredients used, so it can be sure that they are ethically and sustainably sourced. The range includes:

**For the home:**

- Multi-surface and all-purpose sanitizers;
- Floor cleaners;
- Glass and mirror cleaners;
- Furniture polish;
- Bathroom and toilet cleaners.

**Laundry:**

- Laundry liquids;
- Concentrated washing powders;
- Fabric conditioners;
- Laundry bleach.

**Dishwashing:**

- Dishwasher powders;
- Dishwasher rinse aid;
- Washing up liquids.

**For the hands:**

- Sanitizing hand wash;
- Soaps.

The packaging used is 100% recyclable and recently the company has moved to use containers made from 100% recycled post-consumer waste material across the range. The cleaning products are sold online but also via distributors and retailers in the wholefood, health and wellness sectors, as well as other independent retailers.

**PARTNER SOUGHT:** Partners should be distributors already working in the wholefood, health or wellness sectors, with good connections to potential customers seeking environmentally friendly cleaning products. Ideally, they should also have experience in export / import processes. They should be willing to work with the UK company to develop a long-term collaborative and mutually beneficial relationship.

**REFERENCE:** [BOUK20200915001](#)

### Swedish plant-based delicacies brand seeks distributors

**SUMMARY:** A Swedish FoodTech brand is on the mission to enrich the world of natural snacks, treats & delicacies in a contemporary fashion. Originating in the South of Sweden, the company is sourcing the world for the best ingredients that are natural, organic, and primarily focused on plants to create exceptional products fitted for the present and future. The company is now searching for distributors that can reach out to the domestic retail and HoReCa sectors.



**DESCRIPTION:** The Swedish company has a continuous, uncompromising commitment to plant-based and genuine food, compelling design and art, the respect for traditions and craftsmanship. Its core values lie upon a philosophy of staying true to land and sea. The company has created a brand line consisting of several premium products. The products currently available are as follows:

- natural truffle oil
- seasoning salts
- caramel or chocolate & liquid sea salt;
- black truffle topping/sauce for pizza, pasta, bread and beyond
- organic Carnaroli rice with white truffle and porcini for ready-to-cook risotto
- organic Carnaroli black truffle & forest mushroom for ready-to-cook risotto
- organic wheat flour & white truffle mix
- white truffle umami seasoning powder (shaker)
- black truffle umami seasoning booster (grinder)
- whole black truffles preserved in cognac
- freshly freeze-dried Bourgogne truffles
- thinly sliced black truffles
- natural acacia honey with white truffle slices
- wildflower honey with black truffle
- natural flower honey with black truffle slices
- a wide selection of gifts for any gifting occasion and season

**PARTNER SOUGHT:** The company is primarily seeking distributors, but is aware that the most suitable partnering agreements differ from market to market, and are therefore open to different suggestions depending on the structure of the market.

The sought after partners have a wide distribution network in their domestic market of premium/super-premium and luxury fine food, as well as connections to retail and supermarkets offering luxury gifting products. On-trade (HoReCa) and Duty Free distribution mainly available through airport retail is also of interest.

**REFERENCE:** [BOSE20210514001](#)

## CONTACT

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