



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).

## A German start-up that develops cyber security software to detect, investigate and respond to cyber threats is interested in concluding commercial agreements with technical assistance services

**SUMMARY:** A German startup develops a software for open security analytics to detect, investigate and respond to cyber security threats before damage occurs. The startup would like to team up with early adopters willing to invest into cooperation in form of commercial agreements with technical assistance in order to benefit from final development customized to their needs, to be best prepared in face of increasing cyber threats and to position themselves as pioneers of cyber security deployment.

**DESCRIPTION:** With economy and society depending heavily on digital technologies, vulnerability to cybercrime is increasing. Crimes are committed by electronic means on global scale, being facilitated by technological progress, considering the speed of data transfer or the number of persons connected globally to the network. To protect from cyber threats advanced cyber security solutions are needed.

Most providers of cyber security solutions on the market are located outside Europe, leaving European customers with some uncertainty e.g. with regard to data protection issues. Aiming to offer a solution made in Europe, a team of advanced cyber security experts with headquarters in northern Germany has pooled expertise to develop a latest state-of-the-art cyber security software. The solution builds on the traditional combination of cyber security solutions SIEM (Security Information and Event Management), EDR (Endpoint Detection and Response) and NDR (Network Detection and Response), but adds crucial context information to accelerate and automate analyst decision support.

Deployment scenarios of the solution offered are as diverse as the targets of cyber crimes: ranging from application in ICT-systems of corporates and larger enterprises, to public authorities, universities and research institutions, data centers, telecommunications and operational technology.

**PARTNER SOUGHT:** The start-up in northern Germany wants to conclude collaboration contracts with institutions or companies in any sector based in Europe. Partners should have a certain size (> 1000 employees / users) and organizational structures for ICT security. The ideal point of contact within the structures of these partners would be Security Professionals, Head of Security Operations or Chief Security Information Officer (CISO).

**REFERENCE:** [TODE20210707001](#)

## Armenian textile producing company is looking for distribution services, commercial agency or manufacturing agreement

**SUMMARY:** This Armenian company is involved in the production of a large variety of textile products. The company's products are exclusively from cotton and designed with natural colorings. The company is already well-known in the local market and is looking for new foreign markets under distribution services, commercial agency, or manufacturing agreements.

**DESCRIPTION:** This Armenian company has been founded in 2002 and since then has become one of the most famous textile producers in Armenia offering its consumers only high-quality textile products made of cotton raw materials and environmentally friendly colorants. Throughout its operation, the company has managed to find its unique place in the Armenian market by producing a wide range of underwear, home wear, and clothing for the whole family: the company produces a large range of textile products for all family members (women, men, and children). The company uses raw materials that meet international standards and qualifications.

In the past 15 years, the company has been qualified in the production of uniforms for various fields, such as the financial sector, manufacturing, services, and more. The company also collaborates with Armenian designers to create high-end fashion pieces as well. The company is occupied with highly innovative manufacturing machines: more than 150 sewing machines Juki, Pegasus Brother, etc.; 3 Innovative Cutting Machines; 6 Embroidery Machines; 1 Printing Machine.

The company's long-term mission is to create a worldwide famous & strong Armenian brand representing both quality and uniqueness. In parallel, the company strives to enlarge the network with international brands and is ready to take orders and work on Private Labels and offers such services and products as product development; apparel production; labels, tags, packaging; printing, embroidery; product photography, etc.

**PARTNER SOUGHT:** The company is looking for distributors of textile products and clothing, who will sell the company's products under a distribution services agreement. The company is also looking for agents, who are involved in the representation of different textile products and clothing and also are ready to represent the company's production in foreign markets under a commercial agency agreement. The company is also interested in manufacturing agreement with different companies interested to order textile products under own design and brand, as well as designers, who are interested to order manufacturing services from Armenian company for the production of their high-end fashion pieces.



**REFERENCE:** [BOAM20210630001](#)

## German company is searching for cooperation partners in Czech Republic, Slovakia, Romania, Bulgaria, Croatia and Moldova for a manufacturing agreement and assembly areas for the assembling of wooden writing instruments

**SUMMARY:** The German company is one of the top manufacturers of wooden writing instruments and produces high-quality and customized pens, mechanical pens and pencils. The area of distribution in principle is Europe. The company is interested in concluding a manufacturing agreement, but also in identifying areas for assembling wooden writing instruments in the Czech Republic, Slovakia, Romania, Bulgaria, Croatia and Moldova.

**DESCRIPTION:** The company was founded more than 55 years ago, is based in Germany and is one of the most important European manufacturers of wooden pens, notable for their products are quality and innovative design. The company offers products made exclusively in Germany whose production is based entirely on renewable energy. The wood is processed in their own department of chipping and the transport of the products is organized and paid by the German company.

**PARTNER SOUGHT:** The company is looking for partners for the Czech Republic, Moldova, Romania, Slovakia and Croatia for the manufacture, assembly and distribution of wooden writing instruments. It is preferable for the potential partner to know German. Regarding the areas intended for the assembly of wooden writing instruments, they can be integrated in an existing company or in a start-up company - approximately 6 „assembly seats“ are necessary.

**REFERENCE:** [BRDE20210428001](#)



### Bulgarian natural honey products and honey offered for distribution in Romania

**SUMMARY:** The Bulgarian company that produces and sells bee products, such as: honey, royal jelly, beeswax, bee pollen, propolis, is interested in collaborating with partners willing to sell, promote and distribute its products under an agreement distribution.

**DESCRIPTION:** The Bulgarian company was established in 1994, its main activity being the production, processing and export of natural honey and other bee products. Currently, the company is growing 200 hives in four specially designed gardens. One such garden is located in the Dobrich region, two are located in the Natura 2000 reserve, and the largest garden of the four is located in a small forest in the Balchik region, where the pastures are with big variety and the honey is with excellent quality.

The company offers for distribution the following products: honey from acacia (an agent that strengthens the whole body, used especially for gastrointestinal, biliary and kidney diseases), sunflower honey (which also helps in various diseases, such as liver or kidney), honey bee bouquet / forest and field (which also helps with kidney or liver disease), royal jelly (product known for its beneficial effects on the health and strengthening of the immune system), pollen (used in the treatment of various diseases of the small and large intestines or in the treatment of diabetes mellitus), propolis (is a product which can be used in natural form or as ointments, aqueous solution, alcohol extract), beeswax (is a bee product that is separated from the warts of young bees aged 10-18 days, it is a complex blend of over 300 different substances and it is used for the preparation of patches, ointments, creams and cosmetic masks).

Besides the products, the company offers interesting facts about bee-keeping from antiquity to the present day. The company is selling its products in its own bee products stores and is looking for partners in Romania who are willing to act as company's distributor under distribution services agreements.

**PARTNER SOUGHT:** Potential partners do not need to have transnational experience and can be: food shops, food markets, wholesale and retail chains. Their role is to sell the Bulgarian company products. Potential partners must also have an optimal space for storing products, as well as a logistics network for their delivery to the consumer.

**REFERENCE:** [BOBG20210720001](#)



## CONTACT

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