



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 Croatian company offers an innovative universal tillage machine under a distribution services and commercial agency agreement

SUMMARY: A Croatian company engaged in agricultural machinery production is developing a unique universal tillage machine for the cultivation of agricultural land of up to 4 hectares. The prototype of the product is available for demonstration, and the finished product is expected to be placed on the market in 2021. The company is looking for distributors and commercial agents in Bulgaria, Poland and Romania.

DESCRIPTION: The Croatian company was founded in 2016 and is engaged in agricultural machinery production. Also, it is the holder of rights for the brand and technology of the former regional behemoth of agricultural machinery production. During the four years since its establishment, the company kept some of the former company's market positions, with a tendency of growth every year.

The company produces mechanical and pneumatic seed drills, cultivators, disc harrows, chisel ploughs, and fruit picking platforms. Moreover, the company is currently developing a new machine intended for the cultivation of agricultural land, with an emphasis on vegetable crops and organic production. The new machine is universal tillage machine for the cultivation of agricultural land of up to 4 hectares. It is an innovative and unique product, a hybrid of a small tractor and a motor cultivator. The adaptation of the universal tillage machine to market demands has been co-funded by the European Union. The machine is expected to be placed on the market in 2021.

To place the innovative tillage machine on other markets and help improve organic production, the company wishes to cooperate with partners who could help place the product on foreign markets. Partner sought are distributors and commercial agents active in the agricultural sector or agricultural machinery production sector, based in Bulgaria, Poland or Romania. The partners would be responsible for representing the company and selling the product on their respective markets.

PARTNER SOUGHT: The company is looking to partner with companies experienced in trade, distribution or commercial agency in the industrial sector. The partners should be active in the agricultural sector or agricultural machinery production sector. Experience in the agricultural machinery trade is an advantage. The responsibilities of the partners would be to distribute the company's product in their markets or represent the company as commercial agents.

REFERENCE: [BOHR20201012001](#)

Bulgarian producer of ornaments for textile is looking for manufacturing agreements

SUMMARY: Bulgarian company is specialized in production of ornament motifs for textile industry from crystals and metal elements for heat-fixing. The company is interested to find partners to work with under manufacturing agreements.

DESCRIPTION: Bulgarian company is specialized in the production of decorative motifs for garments made of crystal, metal and plastic elements. The company design ornaments according to the request and project demanding of clients also. Currently, the company works mainly for the national market and wants to offer its free production capacity to foreign potential partners.

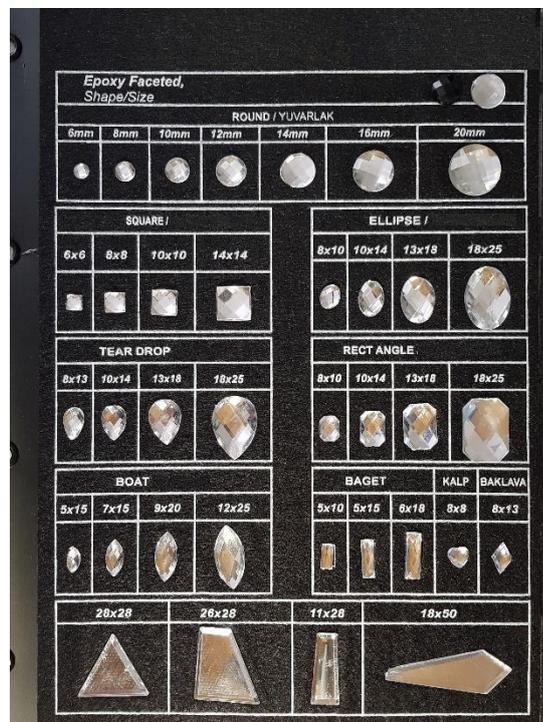
The company disposes with large variety of different models, sizes, large choice of quantities of crystals in stock. The stones are of very high quality, used for decoration of clothes, shoes, bags, suits, stage costumes and others. Each stone has a high quality adhesive on its back.

They also have a sample catalog with all the products diversity that could be provided. The production is targeted at garment manufacturers in EU and outside.

Appropriate potential partners are textile manufacturers using such ornaments for their end products. The cooperation would be arranged under manufacturing agreements.

PARTNER SOUGHT: The company is looking for reliable textile producers who struggle with short delivery times, and cost reduction - all while producing at high and consistent quality level, under the manufacturing agreement.

REFERENCE: [BOBG20200311003](https://www.bobg.eu/BOBG20200311003)



A Polish SME offers production capacity of metal building profiles and seeks trade partners to collaborate with under distribution services agreement

SUMMARY: A Polish company from the metal processing sector has been operating in the market for over 20 years. It specializes in cold formed metal construction parts (profiles for roofs, facades) made from steel and aluminum. The offer includes also powder painting, welding and riveting of constructions. The company is mainly looking for partners from European countries, but also from Turkey, Georgia and Armenia and aims to conclude manufacturing, outsourcing and distribution contracts.

DESCRIPTION: The Polish company falls into the category of medium-sized enterprises and is headquartered in central Poland, being a manufacturer of thin-walled, cold-formed metal profiles for roofs, walls, skylights, continuous roof lights and many other applications. Services include bending, cutting, welding, riveting and rolling.

The company invests in new production technologies and ERP (enterprise resource planning), the employees being permanently trained.

The company also works in long-term partnerships with construction companies, designers, as well as manufacturers of containers, skylights and many other products.

For further development, the company is looking for new partners in some European countries, but also in Turkey, Georgia and Armenia, being interested in industrial partners, contractors of steel structures, especially for industrial and commercial buildings, designers and individual investors. Manufacturing and / or outsourcing agreements are targeted in this regard. The company also seeks collaboration with partners who purchase steel and aluminum construction profiles in order to conclude distribution service agreements.

PARTNER SOUGHT: In the case of production and outsourcing agreements, potential partners may be: construction companies, contractors of steel structures, especially for industrial and commercial constructions, designers, producers of finished products, individual investors. They should provide the Polish company with the specifications of the ordered processes / products.

Regarding the distribution services agreement, potential partners can be: distributors, buyers of steel profiles for various applications, commercial intermediaries who have excellent connections and who know the local markets. In this case, the role of the potential partner is to act as a distributor.

REFERENCE: [BOPL20210531001](#)

Bulgarian producer of handcraft bread, grain food and different types of flours is looking for distributors and manufacturing agreements

SUMMARY: A Bulgarian company is specialized in the production of handcraft bread, wholegrain flours milled by stone mill, and grain food. The company works with high quality proved material. They are looking for long-term partners - distributors, as well as for manufacturing agreements.

DESCRIPTION: The company has been operating on the market since 2017 and offers the following products:

- 21 types of handcraft sourdough breads;
- 10-12 types of burger buns made with special and healthy flours (hemp, milk thistle, apricot, black cumin etc.);
- Several types of eclairs;
- Wholegrain flours milled at stone mill (1kg and 25kg packings).

All products used are completely natural and the process technology is based on natural fermentation using own created bacteria. All breads and burger buns are suitable for freezing or semi-freezing, which extends their life time and make them suitable for even long-distance transportation. The company is one of the few companies in Bulgaria, which could offer frozen products based on natural fermentation/ sourdough.

The primary aim for the company is the Romanian market but other countries can also be considered. They are looking for distributors having commercial premises for a long-term business relationship, as well as for manufacturing agreements for the production of breads and flours.

PARTNER SOUGHT: The company is willing to sell its products to bread distributors that supply to commercial sites. The company can also transport the production to the final site, if it is in Bucharest, Romania (or the surrounding areas).

The company would also like to receive and take orders from Romanian colleagues and produce part of their products. They can also work directly with commercial site owners – store chains (small/medium) and personally deliver the finished product.

REFERENCE: [BOBG20210528001](#)



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