



International partnerships

BUSINESS
OPPORTUNITIES
NEWSLETTER

OCTOBER 2021

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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.

UK manufacturer and supplier of industrial and speciality chemicals seeks distributors

SUMMARY: The UK Company develops industrial and specialty chemicals for industries and it is recognized as a world leading manufacturer of a peracetic acid product, and also as one of the most environmentally friendly and effective disinfectants on the market. The company wants to enter new markets to promote product and is interested in working with a distributor in the chemical trade sector.

DESCRIPTION: The UK Company is a successful one, with more than forty years of experience in the industrial chemicals sector. The company supplies products to a wide range of fields, such as: agrochemicals, animal care, water treatment, cleaning and food and beverage processing. The manufacture of peracetic acid is carried out in the United Kingdom in a state-of-the-art production facility, and the product is recognized as being specially designed for foreign markets due to the easy way it can be transported, but also due to increased market demand for such products. It is registered, in accordance with the Biocidal Products Regulation (BPR), as an approved biocidal industrial disinfectant and is recognized as one of the most environmentally friendly disinfectants on the market today. The company has previously exported peracetic acid to several countries in Europe and the Middle East and is trying to build on steady growth, developing additional sales in new countries.

PARTNER SOUGHT: Potential partners are preferred to be experienced distributors in the chemical trade and have key contacts in relevant sectors (such as animal care and hygiene) for this new product. Partners should have a good understanding of the benefits of peracetic acid and commit to promoting the product in accordance with its key points of sale and its unique applications. The company seeks to form mutually beneficial working relationships with partners and will be proactive in training and any necessary assistance in developing sales in new territories.

REFERENCE: [BOUK20200217001](#)

Polish company from the pet food industry is looking for suppliers of all kinds of waste from the meat industry on the basis of a supplier agreement

SUMMARY: The Polish company is specialized in producing a wide range of dog chews. Various wastes from the meat industry are used for their production, and the company is looking for suppliers of such wastes from both European Union and non-EU countries, based on a supplier agreement.

DESCRIPTION: The Company has been operating on the Polish market since 2018 and it offers on the market a wide range of dry, natural dog chews. The products are made only from high quality raw materials that come from reliable suppliers. In the production process, the company cares about the natural environment and uses the latest technologies. This is why all products undergo a drying process that allows them to retain their natural flavors. Due to this, the products do not contain preservatives or artificial flavors. The HACCP (Hazard Analysis and Critical Control Points) system and the supervision provided by renowned veterinarians throughout the production process ensure the safety of the products. Various wastes from the meat industry are used to produce this type of food after a technologically advanced pre-treatment. Waste from the meat industry are animal by-products that are not intended for human consumption (eg bovine skins, ears, tails, larynx, trachea and more).

PARTNER SOUGHT: Potential suppliers are companies in the meat industry for example, slaughterhouses. Suppliers will deliver the necessary products according to orders and the current needs of the Polish company. The company is looking, in particular, for partners from Central and Eastern Europe, but also from outside Europe.

REFERENCE: [BRPL20210419001](#)

Turkish frozen food producer seeks for distributors in Slovenia, Serbia, Croatia, Hungary, Romania

SUMMARY: A Turkish company wants to conclude a distribution service agreement for fresh and frozen fish and seafood with distributors in Slovenia, Serbia, Croatia, Hungary, and Romania.

DESCRIPTION: The company was founded in 1995 and provides services for whole public consumption places, gross grocery stores, restaurants and hotel chains and exports in many foreign countries such as America, Spain, Italy, Greece and Germany. The company is looking for distributors in Slovenia, Serbia, Croatia, Hungary, Romania in order to expand its sales network.

The company processes water products (fisheries) such as : caramote, prawn, whiting, pink shrimp, anchovy, octopus, sea bream, sardines, mullets, smelt and sea bass.

The company's productions are supplied seasonally by contractual boats operating in sea and lakes in Marmara and Black Sea regions of Turkey water fishing and brought to its factory by refrigerated vehicles without breaking the cold chain. Packaged products are stored in frozen storage rooms and prepared for delivery. The company has BRC and HACCP certificates.

PARTNER SOUGHT: The Turkish company wants to identify seafood distributors in Slovenia, Serbia, Croatia, Hungary, and Romania in order to commercialize its products in their markets, through distribution services agreements. They may be wholesalers/distributors of food products, grocery stores or supermarkets. Restaurants and hotels can also be considered.

The partner must implement the specific food safety / HACCP requirements.

REFERENCE: [BOTR20201119004](#)

Ukrainian manufacturer of lighting fixtures and floodlights is looking for distribution services agreements for long term cooperation

SUMMARY: Currently, the Ukrainian company is the biggest manufacturer of lighting fixtures in central Europe. The manufacturer has a full cycle of production. The first step is metal melting that gives the possibility of forming produced rival products.

The manufacturer is looking for distributors from Poland, Romania, Hungary, Slovak Republic, Czech Republic and Germany under distribution services agreements.

DESCRIPTION: The Ukrainian company has been producing lighting fixtures for wide use for over 60 years.

The products can be used in different spheres, such as:

- explosion-proof lighting fixtures;
- industrial lighting fixtures;
- floodlights;
- street lighting fixtures;
- local lighting fixtures;
- transport lighting fixtures (used for lighting subway cars, carriages, passenger carriages, etc.);
- exclusive, VIP lighting fixtures with crystal elements and gold-plated details.

The company is seeking distributors in Poland, Romania, Hungary, Slovakia Republic, Czech Republic, Germany. The partners should support the company's market entry and be in charge of client relationships. This includes also knowledge of local markets and key players.

PARTNER SOUGHT: The best partner is the company that has experience of supplying luminaries to the domestic market from foreign manufacturers. The partner company has to collect information about the market in which it operates and will pass it on to the lighting manufacturer.

REFERENCE: [BOUA20210528002](#)



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