



International partnerships

BUSINESS  
OPPORTUNITIES  
NEWSLETTER

NOVEMBER 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](mailto:office@adroltenia.ro) and [mihaela.lupancescu@adroltenia.ro](mailto:mihaela.lupancescu@adroltenia.ro).

**An Italian company that has developed a messaging application that provides a high level of security is looking for partners to promote it through commercial agreements**

**SUMMARY:** An Italian start-up that operates in the digital field is looking for partners to conclude business agreements to promote its new messaging application for mobile phones, which offers a high level of security, being ideal for companies and people who use it in professional interest.

**DESCRIPTION:** The Italian company was founded in 2017 and is based in the Lombardy region. This is an innovative start-up that operates in the field of digital services and has created and developed a messaging application for mobile phones that focuses mainly on data security. The application offers the security features of instant messaging applications and cyber security protection systems, adding several additional functions, such as the ability to set the self-destruction of messages at a certain time. The functions of the application are as follow:

- calls
- messages
- voice messages
- conference calls
- group chats
- live streamings

The level of privacy offered by the application is very high, due to the end-to-end encryption of all data. The application is available for mobile phones, Apple devices and computers (Android, iOS and Windows).

**PARTNER SOUGHT:** The company is looking for agents to represent the product under a commercial agreement, targeting SMEs, large enterprises, as well as persons who use it in their professional interest.

**REFERENCE:** [BOIT20210805002](#)

## An Italian company that produces several types of garden fountains is looking for distribution opportunities abroad

**SUMMARY:** The Italian company specialized in the production of fountains for gardens and other outdoor locations, as well as accessories for them, has an experience of over 35 years, being recognized, both nationally and internationally. The company is looking for new business opportunities with potential partners active in urban furniture and interested in expanding its current portfolio through distribution agreements.

**DESCRIPTION:** The company is located in the south of Italy and makes fountain accessories in its own factory, which are 100% designed and manufactured in Italy. The categories of fountains and fountain accessories are:

- electrical and hydraulic accessories;
- nozzles;
- metal structureworks;
- accessories for underwater lighting;
- dry and floating fountains;
- musical and dancing fountains;
- water tunnel;
- waterfall features;

Thanks to realistic 3D renderings, simulations and animations, customers can view the characteristics of the fountains before making them. The company schedules musical performances, bringing the fountains to life with lights and water effects. The company would like to contact foreign distributors interested in expanding its current portfolio and thus concluding new distribution agreements.

**PARTNER SOUGHT:** The Italian company wants to distribute its products to any partner who needs this type of equipment, both in the private and public sector (for cities, gardens, outdoor spaces, public or private parks, hotels, congress center). Potential partners need to promote Italian products on the foreign market and distribute them to end customers.

**REFERENCE:** [BOIT20201106001](#)



### A furniture manufacturer from Bosnia and Herzegovina is looking for partners to conclude distribution or manufacturing agreements

**SUMMARY:** The company is located in northwestern Bosnia and Herzegovina. It produces wooden furniture and is looking for partners to collaborate on distribution or manufacturing services. The biggest advantage of the company over the competition is the good design and quality of the products.



**DESCRIPTION:** The company is located in Republika Srpska in Banja Luka (northwestern part of Bosnia and Herzegovina). It was founded in 1947, and in 2008 it became privately owned. Since then, the company operates under a new brand, thus returning to the market as a leader in the industry of production of high quality wooden furniture. In order to maintain continuous growth and development, the company constantly invests in the modernization of production technology and training for employees. The company has 150 employees who regularly fulfill even the most complex customer requirements to provide innovative solutions in line with global industry trends. The company operates in the markets of the following countries: Germany, Austria, Italy, France, Croatia, Serbia and Bosnia and Herzegovina. In addition to numerous production activities, the company offers a wide range of services in the field of construction and finishing touches. By offering engineering support, the company comes to the aid of its customers with services like development of interior design solutions and as well as the execution of all types of works and furniture production. The company produces furniture from raw materials of European oak, Slavonic oak, beech, American walnut, maple, poplar, etc., with lacquer or oil finishes. Thus, it offers customers various collections of furniture in modern or classic style. According to customer requirements, the company produces:

- Furniture sets
- Club tables, Worktables and Conference tables
- Showcases
- Chest of drawers
- Beds
- Night tables and Toilet tables,
- Wardrobes
- Kitchen
- Dining chairs

**PARTNER SOUGHT:** The company is looking for furniture distributors and partners interested in concluding long-term manufacturing agreements.

**REFERENCE:** [BOBA20211024002](#)

## A Lithuanian producer of alcoholic and soft drinks is looking for commercial intermediaries

**SUMMARY:** The company is looking for commercial intermediaries to work on the basis of commercial contracts and distribution service agreements. The production agreement and subcontracting are also targeted as possible forms of cooperation.



**DESCRIPTION:** The company is the largest producer of soft drinks in Lithuania, which also produces alcoholic beverages and has been operating in Kaunas since 1993. The company currently sells more than 20% of all soft drinks needed in the Lithuanian market. Its range of soft drinks of the company includes energy drinks, juices, naturally fermented kvass, carbonated and non-carbonated soft drinks, water, soda, but also syrups. The company also produces alcoholic beverages, such as: beer, alcoholic cocktails, cider and wines. The company constantly analyzes the needs of consumers, invests in the latest technologies, constantly updates and improves its products, so it has already gained consumer recognition.

**PARTNER SOUGHT:** The manufacturer is looking for partners (agents and distributors) to import products into different markets. Supermarkets, shops or retail chains or companies that need subcontracting or beverage production are also eligible as partners. Potential partners must have experience in the soft drink or alcohol industry and seek long-term cooperation.

**REFERENCE:** [BOLT20210925001](#)

## CONTACT

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