



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.

An Italian company that manufactures handmade jewelry is looking for agents and distributors

SUMMARY: An Italian company specialised in manufacturing jewellery inspired by nature in silver and brass in the following categories: earrings, bracelets, necklaces, and rings, is interested in identifying international business partners to represent or to sell its products (small series designs) under commercial agency agreement or distribution services agreement.

DESCRIPTION: The company was founded in 2009, in the Italian region, Sicily (Palermo) and it's managed by an architect. Her inspirational muse is always nature, an inexhaustible source of aesthetic perfection and the leitmotif of all her collections: contemporary jewellery made entirely by hand, in silver and alternative materials (brass, etc), born from the fusion of architecture and craftsmanship. The designer reinterprets the ancient techniques of fretwork, engraving and embossing that find application in multiple collections inspired by Sicilian architecture and the Palermo liberty of Ernesto Basile.

Company's studio is a treasure trove of knowledge, including herbals, marine finds and Art Nouveau prints: areas of study and research repropounded in all his productions through the design of decorative elements that find their place in handcrafted creations, through the use of traditional working techniques in full respect of a personal inclination linked to drawing and manual skills and not accustomed to seriality. The products can be well integrated into the offer of eco-friendly and nature-oriented fashion shops. The company currently addresses the national market with a view on expanding internationally. The company is therefore seeking international partners interested in distributing silver jewellery with original designs or in acting as agents for the company. Cooperation will be based on commercial agency and distribution services agreements.

PARTNER SOUGHT: The Sicilian company is searching for international business partners interested in representing and distributing its products. Potential partners include, besides agents and distributors, also exhibition curators, or bookshops owner clothing and accessory stores, jewellers, concept stores interested in expanding their current offering with new original jewellery designs, available in small series. Cooperation with agents and distributors will be based on agency or distribution services agreements.

REFERENCE: [BOIT20211203001](#)



A Polish company that exports dairy products and healthy food is looking for distributors

SUMMARY: A Polish company specialized in the export of high quality dairy products, both raw and processed, is looking for industrial recipients or regional distributors, for regular cooperation.

DESCRIPTION: The company is an Authorized Distributor for some of the largest and finest dairy manufacturers in Poland and Ukraine, where the quality of the product is the most important objective. The company offers a wide range of dairy products that meet the strictest European controls and quality standards. The company takes great pride in offering locally manufactured products and supplying those products to the most demanding clients in over 100 countries, on all continents. The company adhere to the highest standard in business and are committed to conducting business with honesty, integrity and in compliance with the law. The company is always striving towards developing and improving business, and tend to establish cooperation with companies to the mutual satisfaction of both parties.

PARTNER SOUGHT: The company is looking for partners as a distribution services agreement. The company is looking for distributors that are able to request at least few tons of products at once. They should have their own final recipient network.

REFERENCE: [BOPL20200706001](#)

A Polish company specializing in the design and production of interior finishing items for commercial and residential buildings is looking for commercial agency agreement and distribution services agreement

SUMMARY: The Polish company specializes in the design and production of interior finishing items for commercial and residential buildings, creating current and future trends, meeting the needs of users for both living and working spaces. The company is looking for partners based on commercial agency agreements and distribution service agreements.

DESCRIPTION: The company has over 25 years of experience in the design and production of interior finishing items for commercial and residential buildings and has its own production lines, a wide range of products and distribution markets. The company cooperates with public authorities as well as with private companies, such as: store chains or architects and holds numerous patents and certificates that demonstrate its professionalism and experience. The company also focuses on continuous development and strives to expand its product range as well as access new markets. The product catalog also includes a wide range of mounting, protective and security accessories (mounting kits, bumpers, floor mats, anti-slip tapes, warning tapes and furniture pads).



The company seeks commercial agency agreement and distribution services agreement.

PARTNER SOUGHT: The company is looking for:

1. Commercial agents who represent the interests of the company and who have experience in the real estate market; experience in consulting in the field of product applicability or experience in collaborating with architectural offices, chambers of commerce and industry; experience in cooperation with distributors operating in the real estate market.
2. Distribution companies operating in the construction industry and interior finishing (bathrooms, floors).

REFERENCE: [BOPL20210322001](#)

A German start-up from the Frankfurt / Main region is looking for suppliers of padding/foaming for laptop cases from Eastern Europe, the Balkans or Asia

SUMMARY: The German company has been active in online trade with accessories for notebooks for two years and is looking for a manufacturer of high-quality padding or foam for the top and bottom insides of laptop hardcases. The padding is designed to protect the laptop hardware and the preferred material types are EPDM (Ethylen Propylen Dien Monomer) foam and PE (Polyethylen). The start-up would like to cooperate with manufacturers from Eastern Europe, the Balkans or Asia under a manufacturing agreement.



DESCRIPTION: The German start-up was founded 2019 and has specialised in online trade with accessories for computers and mobile communication devices, especially cases for notebooks. The German company aims to produce reliable and trustworthy protective equipment, combined with outstanding style and designs in the name of their own registered trademark/ brand. Their goal is to distribute their products internationally by business-to-consumer and business-to-business companies and partners. Currently, the management is looking for manufacturers of paddings for their laptop cases.



PARTNER SOUGHT: The company is looking for foam manufacturers in Eastern Europe, the Balkans or Asia. A long-term business cooperation is foreseen under a manufacturing agreement. The company is looking for a foam/padding/upholstery specialist who is capable to perform high-quality paddings for their hardcases. Minimum order quantities can start from 1,000 to 5,000 pieces.

REFERENCE: [BRDE20210917001](#)

CONTACT

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