

Business Request

A leading Indian engineering company is looking for a joint venture partner in providing turnkey solutions for a solar Photo Voltaic based power plant having capacity of 20 Mega watt.

Summary

The Indian engineering company is planning a solar Photo Voltaic (PV) based power plant. It is seeking a joint venture partner in providing turnkey solutions for that grid connected solar PV based power plant having capacity of 20MW. Manufacturing capacity will be done by the Indian entity.

Creation Date	22 October 2014
Last Update	05 February 2015
Expiration Date	05 February 2016
Reference	BRIN20141022001

Details

Description

The Indian company is one of the leading Engineering Companies engaged in providing turnkey solutions in the areas of Power, Steel, Aluminum etc. Over 300 plants have been constructed on turnkey basis till date.

It is planning a solar PV based power plant.

For this project, they are seeking a joint venture partner in providing turnkey solutions for that grid connected solar PV based power plant having capacity of 20MW.

It is looking for companies who have the expertise in this field and are Engineering Procurement C contractors and should be interested in joint venture with the Indian company in Grid connected solar PV plant.

Technical Specification or Expertise Sought

EU companies who have worked in the field of Grid connected Solar PV power turnkey project and can assist in providing turnkey solutions for solar PV plant in India.

Keywords

Technology

004005005 Photovoltaics

Market

006005014 Photovoltaics

NACE

F.42.2.2 Construction of utility projects for electricity and telecommunications

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry >500 MNE

Year Established

1961

Turnover

250 - 500M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

India, Republic of

Partner Sought

Type and Role of Partner Sought

- Type: Engineering Procurement and Construction(EPC) company having expertise in developing manufacturing unit for modules
- Role: It should be ready to enter into a Joint Venture agreement with the Indian company for developing the manufacturing unit of modules for Grid connected solar PV plant

Type of Partnership Considered

Joint venture agreement

Business Request

A Polish food trading company is looking for suppliers of rapeseed oil.

Summary

A Polish company active in food trade seeks suppliers of rapeseed oil. The company has an extensive sales channel in Poland. It supplies restaurants and food stores with all kinds of food products. The company is looking for a long term supplier of rapeseed oil for cooking purposes.

Creation Date 10 December 2013
Last Update 11 March 2015
Expiration Date 10 March 2016
Reference BRPL20131210001

Details

Description

A Polish company active in food trade seeks suppliers of rapeseed oil. The company has an extensive sales channel in Poland. It supplies restaurants and food stores with all kinds of food products.

The company is looking for a long term supplier of rapeseed oil for human consumption and cooking.

The company offers a long term trade agreement.

Advantages and Innovations

The company offers a long term trade agreement and large volume orders.

Keywords

Market

007003005 General food products

NACE

C.10.4.1 Manufacture of oils and fats

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1999

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

The company has an extensive sales channel in Poland. It supplies restaurants and food stores with all kinds of food products.

Languages Spoken

English
German
Russian
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

The company seeks a large volume supplier of rapeseed oil.
It will be an advantage if the partner has own transport.

Type and Size of Partner Sought

SME 11-50,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Distribution services agreement

Business Request

UK company provides comprehensive Geotechnical and Geo-Environmental consultancy services is seeking joint venture partnerships with construction companies

Summary

A UK company, based in Wales provides comprehensive Geotechnical and Geo-Environmental consultancy services with expertise in Landfill Gas, Leachate Management, and Landfill Engineering seek joint venture partnerships with medium sized construction companies.

Creation Date	15 July 2013
Last Update	10 February 2015
Expiration Date	03 May 2015
Reference	20130529039 BR

Details

Description

A UK company, based in Wales provides comprehensive Geotechnical and Geo-Environmental consultancy services. They cover all aspects of investigation, outline and detailed geotechnical design and construction. They have particular expertise in the areas of Landfill Engineering including Landfill Gas and Leachate Management, and have experience of working with medium sized construction companies, providing the technical capability to enable the delivery of more ambitious projects in the waste management sector.

They are seeking Joint Venture partnerships with medium sized construction companies to enable the delivery of more ambitious projects in the landfill sector and other waste management related services.

Advantages and Innovations

The company can advise on the most cost effective approach prior to any intrusive site investigation or sampling being undertaken.

Their expertise in slope stability, earthworks design and specification enables the selection of the most appropriate solution leading to completion on time and in budget.

The company has proven success in the implementation of EC7 Geotechnical Design

Technical Specification or Expertise Sought

Medium sized construction companies who would like to increase their capabilities to include more ambitious Geotechnical and Geo-Environmental projects.

Keywords

Market

009003001 Engineering services

NACE

M.71.1.2 Engineering activities and related technical consultancy

Network Contact

Issuing Partner

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Dissemination

Restrict Dissemination to Specific Countries

China, Cyprus, Estonia, Greece, Latvia, Lithuania, Poland,
Romania, Turkey, Ukraine,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2009

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The services they would like to promote are: Geotechnical Engineering Consultancy services relating to Landfill Engineering including Landfill Gas and Leachate Management. Percentage of Trans-National Activity (defined as approximate of turnover) : 0-9%

Certification Standards

ISO 9000
other

Languages Spoken

English
Swedish
French
Danish
Arabic

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Field of activities: Manufacturing, Services
Type of partner: Company
Trans-National Co-Operation: No Preference

Type and Size of Partner Sought

SME 11-50, SME 51-250

Type of Partnership Considered

Joint venture agreement

Business Request

A Serbian company dealing with distributing of peripherals, components, multimedia devices, gaming accessories and games is offering its services as distributor

Summary

A Serbian company dealing with distributing of peripherals, components, multimedia devices, gaming accessories and games is offering its services as distributor for companies from IT sector.

Creation Date	24 December 2012
Last Update	26 March 2015
Expiration Date	25 March 2016
Reference	20121224010 BR

Details

Description

The company was founded in 1993 as a computer stores in Belgrade. Today it is a successful company with an annual turnover of over \$ 20 million that employs 50 skilled, young and creative people. The company is a leading distributor of computer peripheral equipment, multimedia devices and gaming content in the Balkan region. In addition to distributing products world-renowned companies this company is a distributor of gaming titles by renowned manufacturers

The company distributes products in the territory of Serbia, Montenegro and Macedonia and Bosnia and Herzegovina. Distribution is organized through a wide network of business partners, which includes over 400 dealers, sub-distributors, hypermarkets and retail chains.

Their vision is to be the first in their market a product of the latest technology world renowned manufacturers, and thereby contribute to the improvement of society and the spread of computer culture.

Advantages and Innovations

In addition to distributing products world-renowned companies this company is a distributor of gaming titles by renowned manufacturers.

Its business processes enable quick order, reliable information about the product, service and customer support. The relationship with partners is based on close cooperation and mutual profit.

Technical Specification or Expertise Sought

Long time cooperation.

Keywords

Market

002006007 Other computer services

NACE

G.46.5.1 Wholesale of computers, computer peripheral equipment and software

G.46.5.2 Wholesale of electronic and telecommunications equipment and parts

Network Contact

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Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark,
Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy,
Latvia, Lithuania, Luxembourg, Macedonia, The former Yugoslav Republic of,
Malta, Montenegro, Netherlands, Poland, Portugal, Romania, Slovakia,
Slovenia, Spain, Sweden, Turkey, United Kingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1995

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Serbian
Bosnian
Croatian

Client Country

Serbia

Partner Sought

Type and Role of Partner Sought

The company is looking for partners from the IT industry who are willing to access (selling their products) on the Balkan region.

Type and Size of Partner Sought

SME 11-50,SME <10,251-500,SME 51-250

Type of Partnership Considered

Distribution services agreement

Business Request

A Polish company active in the home cinema market is looking for a supplier of home cinema chairs.

Summary

A Polish company active in the home cinema market is looking for a supplier of home cinema chairs. The company provides complete home cinema solutions for Polish clients. Currently they are looking for an alternative contract manufacturer of home cinema chairs. The type of product they are looking for is attached in the picture.

Creation Date 19 December 2013
Last Update 11 March 2015
Expiration Date 10 March 2016
Reference BRPL20131219001

Details

Description

A Polish company active in the home cinema market is looking for a supplier of home cinema chairs.

The ideal partner is a chairs and furniture manufacturer specialized in exclusive home cinema chairs.

The chairs should have the following features:

- Leather or fabric
- Steel recline mechanism
- Push-button control module
- Fully articulating headrest
- Foam cushioning: high-density foam

The type of product they are looking for is attached in the picture.

Advantages and Innovations

The company wants to establish a long term contract manufacturing agreement with the supplier.

Technical Specification or Expertise Sought

Furniture design

Profile Origin

Other

Keywords

Market

007004003

Home furnishing and housewares

NACE

C.31.0.9

Manufacture of other furniture

Network Contact

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2006

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
German
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

The company seeks a partner capable of manufacturing and delivering home cinema chairs like the ones attached on the picture.

Additional benefit is the location of the company near the Polish border to reduce transport costs.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Manufacturing agreement

Business Request

Italian company producing Limoncello, a typical liqueur of the Amalfi Coast, seeks international agents and distributors.

Summary

Italian company producing high quality Limoncello, a typical liqueur of the Amalfi Coast, as well as other traditional products, is looking for an agent with good contacts in HORECA sector. It seeks agents and distributors. Great value for money products.

Creation Date	19 December 2014
Last Update	09 January 2015
Expiration Date	09 January 2016
Reference	20100113028 BR

Details

Description

The company produces liqueurs from the Amalfi Coast from 1996. The production is characterized by a perfect balance between tradition and technology. All products are made from citrus fruits and aromatic herbs.

The company has always selected the best fruits of the region, thoroughly respecting the nature and Amalfi's old artisan traditions. Carefully chosen ingredients and a patient production process give the products an incomparable aroma and taste (typical from the region Campania)

The professional approach along with careful observance of ancient recipes are the factors which have resulted in a true appreciation of these products both in Italy and abroad.

The main ingredients of these products : only lemons from the Amalfi Coast (Protected Geographical Indication). The wild fennel and the other herbs used for the other products are all farmed organically.

Advantages and Innovations

Company selects the best fruits of the region. It develops organic production in its own farm, excluding the use of chemical products of synthesis (fertilizers, antibiotics, etc.). Bans therefore insecticide, fungicides of chemical origin.

Technical Specification or Expertise Sought

It seeks reliable agents and distributors.

Keywords

Market

007003001 Wine and liquors

NACE

C.11.0.1 Distilling, rectifying and blending of spirits

Network Contact

Issuing Partner

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Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Cyprus, CzechRepublic, Denmark, Estonia,
Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia,
Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal,
Romania, Slovakia, Slovenia, Spain, Sweden, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

1997

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

Company producing typical liqueur of the Amalfi Coast produced from the esteemed lemon. Other after dinner liqueurs, sweets, chocolate, biscuits, Babà with limoncello. Percentage of Trans-National Activity (defined as approximate of turnover) : 10-49%

Certification Standards

other

Languages Spoken

English

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

Field of activities: Services, Trade (Buying/Selling)

Type of partner: Agents with good contacts in horeca and distributors

Trans-National Co-Operation: Preferred

Type and Size of Partner Sought

SME 11-50

Type of Partnership Considered

Distribution services agreement

Commercial agency agreement

Business Request

A Serbian distributor of clothing and underwear offers to distribute partner's products on Serbian market

Summary

A small Serbian company, specialized in distribution and sale of clothing and underwear and business services, offers to potential partners to distribute their products on the Serbian market.

Creation Date	06 April 2014
Last Update	27 March 2015
Expiration Date	26 March 2016
Reference	BRRS20140406001

Details

Description

This young and small Serbian company has been active on the market since 2011. But its owners have two decades of international experience in the field and in organizing a work environment, market research, and personnel management. Company is specialized in distribution and sale of clothing and underwear and providing business services. Company is interested in distributing partner's products on Serbian market. Company offers precision, professional approach and very hard to get results. Company offers to conduct market research, promotion and distribution of partner's clothing and underwear in the most suitable way with high quality services at Serbian market.

Advantages and Innovations

Skillful and experienced sales persons in the field; business organization capabilities and careful work regarding the services and the quality of services.

Technical Specification or Expertise Sought

Company expects from partners accuracy in delivery and compliance with the contract and agreements made.

Stage of Development

Already on the market

Keywords

Market

007002002 Clothing and shoe stores
007002004 Computer stores
007002005 Other retailing

NACE

G.47.1.9 Other retail sale in non-specialised stores
G.47.9.9 Other retail sale not in stores, stalls or markets

Network Contact

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Dissemination

Send to Sector Group

Services and Retail

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Italian

Client Country

Serbia

Partner Sought

Type and Role of Partner Sought

Type of partner sought: partners who are in business of production of clothing and underwear.
Role of partner sought: It is expected to have regular and accurate deliveries of their products and each part of the contract to be respected.

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Distribution services agreement

Business Request

A Polish electrotechnical wholesaler is offering its services as a distributor

Summary

A Polish electrotechnical wholesaler is looking for electronics producers to become their representative office in Poland.

Creation Date 15 December 2014
Last Update 07 January 2015
Expiration Date 07 January 2016
Reference BRPL20141215001

Details

Description

A Polish distributing company is looking for a partners abroad to distribute their products as a exclusive representative. It has experience as a wholesaler handling individual clients as well as industrial units. The company has proper know-how tools, logistics and infrastructure.

Currently the wholesaler distributes products such as: modular equipment, switch disconnectors, frequency converters, contactors, modular contactors, time relays, controllers, u-links, switchgears, casing, amenities, transformers, cut-outs, surge arresters, analyzers, loggers, residential installation accessories, industrial installation equipment, etc.

Technical Specification or Expertise Sought

The company has been operating a warehouse complex for over 25 years, whole time improving the quality of services. The company owns twenty five branches at the moment.

Keywords

Market

003001001	Semiconductors
003001006	Controllers
003001009	Other electronics related (including keyboards)

NACE

G.46.6.9	Wholesale of other machinery and equipment
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G.46.9.0

Non-specialised wholesale trade

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1989

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

none

Languages Spoken

English
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

Electric and electronic equipment producers looking for representatives in Poland.

Type and Size of Partner Sought

SME 11-50, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Distribution services agreement

Business Request

Spanish company specialised in the distribution of recreational foods, sweets and savoury products is offering its retailing chain (distribution) to manufacturer in Europe and China.

Summary

Spanish company specialised in the distribution of recreational foods, sweets, nuts, cookies, candies, chocolate and savoury products is offering its retailing chain to manufacturers in Europe and China.

Creation Date	16 February 2015
Last Update	11 March 2015
Expiration Date	10 March 2016
Reference	BRES20150212001

Details

Description

Spanish distribution company founded in 1982, leader on the market of sweet, recreational foods and savoury products like cookies, candies, chocolates, ice creams, nuts (raw or processed), snacks ,etc, with a big distribution net created (more than 320 shops in Spain) is interested in contacting new manufacturers of products they distribute. It offers its retail chain to European or China producers. The company is composed of more than 1000 employees in its 320 retail shops with more than 50 million of turnovers.

In its online shop, offers special products for special dates such as: weddings, first communion, Saint Valentine, birthdays...

Advantages and Innovations

The main advantage is the possibility to distribute the products in its established retail chain, directly to the final client.

They have more than 300 shops in Spain with turnovers of more than 50 million euros.

They already have its own shop online of sweets.

Technical Specification or Expertise Sought

They would like to contact with manufacturer partner of raw nuts or processed nuts, sweets, candies, chocolates, olives, ice creams.. or distributors.

Stage of Development

Already on the market

Keywords

Technology

008001002 Food Additives/Ingredients/Functional Food

Market

007005002 Other restaurants
007005007 Other consumer services (including photo processing)

NACE

G.47.2.4 Retail sale of bread, cakes, flour confectionery and sugar confectionery
in specialised stores

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry 250-499

Year Established

1982

Turnover

50 - 100M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

The company requires suppliers (manufacturers) that fit their products and requests. Companies that manufactures the type of products they sell and find interesting to cooperate with this big company.

They would like to contact with manufacturer partner of raw nuts or processed nuts, sweets,candies,chocolates, olives, ice creams.. or distributors. Also, they will be interested in a Franchise agency agreements.

Type and Size of Partner Sought

SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Distribution services agreement
Franchise agency agreement
Commercial agency agreement

Business Request

UK company seeks innovative renewable energy or energy efficiency solutions

Summary

This UK company offers a range of renewable energy systems suitable for installation in both residential and commercial premises. The company seek to enhance their product range. They wish to acquire agency or distribution agreements for innovative renewable energy systems and components suitable for new build and existing housing markets.

Creation Date 22 December 2014
Last Update 06 January 2015
Expiration Date 06 January 2016
Reference BRUK20141220001

Details

Description

This UK company offers a range of renewable energy systems suitable for installation in both residential and commercial premises. The people in the company have over 20 years experience in the design and installation of solar thermal, solar photo-voltaic (PV), heat recovery ventilation, under-floor heating ,heat pumps and biomass boilers.

Most of their work is currently undertaken on a subcontract basis for larger companies. They are now planning to enhance their product range and expertise to bid for contracts as the primary contractor.

At present the company is applying for Micro-generation Scheme Certification (MSC) and accreditation for Renewable Heat Incentive (RHI) initiatives.

Through this business request they hope to sign relevant distribution or agency agreements with European partners to cover their work in the UK and Ireland markets.

Some pictures of current products are attached.

Advantages and Innovations

The company have a highly skilled and experience workforce.

Each of company's engineers has an average of 10 years experience in the installation of solar and biomass heating systems and are registered installers for leading renewable energy system manufacturers.

All installers and service engineers also have sound plumbing backgrounds, installation or upgrade project are carried out to the highest quality, backed up by great service.

Technical Specification or Expertise Sought

The specific areas of interest are:

Heat pump cylinders.
Under-floor heating manifolds.
Demand and control ventilation systems (DCVS)
Solar thermal systems
Solar PV systems
Rainwater harvesting.

All items or systems offered should conform to current EU safety and quality regulations

Stage of Development

Already on the market

Comments Regarding Stage of Development

Only fully developed systems are of interest.

Comment Regarding IPR status

Any relevant IPR issues will be discussed at an initial meeting and considered in any agreements signed.

Keywords

Technology

004005002	Geothermal Energy
004005005	Photovoltaics
004005006	Solar/Thermal energy
004005007	Solid biomass
004005012	Energy from wastewater

Market

006005005	Geothermal energy
006005008	District heating
006005012	Solar/thermal energy
006005014	Photovoltaics
006005015	Biomass and Biofuels

NACE

D.35.1.1	Production of electricity
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Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Intelligent Energy

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2013

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

other

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Any potential partner should be involved in the manufacture or distribution of renewable energy systems of the types specified.

They must be willing to accommodate an initial meeting at their premises to discuss possible

agreements and should demonstrate compliance with EU regulations.

References from existing clients or partners would be welcome.

It is anticipated that a successful meeting would result in a distribution or agency agreement.

An initial sample order to allow evaluation of products may be negotiated.

Type and Size of Partner Sought

SME 11-50, SME <10,>500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Distribution services agreement

Commercial agency agreement

Business Request

A Spanish company is looking for sunflower oil providers

Summary

Spanish company is looking for sunflower oil providers in order to export and distribute this product to Ecuador and Cuba.

Creation Date 14 February 2014
Last Update 25 March 2015
Expiration Date 24 March 2016
Reference BRES20140211001

Details

Description

The Spanish company was established in 2004 with the activity of importing, exporting, production, packaging, distribution and commercialization of olive oils and other kind of oils and vegetal fats destined for consumption.

The company has established a branch in Ecuador with local partners and distributes oils in South America continent.

They commercialize its own trade marks.

The objective of the company is to distribute sunflower oil to Ecuador and Cuba but its own production is not sufficient so the company needs to be provided by producers of China, Mexico and Rumania.

Advantages and Innovations

The Spanish company is going to sign an offer to supply approximately 30,000 liters of sunflower oil per month to Ecuador and Cuba

Stage of Development

Already on the market

Keywords

Market

007003002 Health food

NACE

C.10.4.1 Manufacture of oils and fats

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Agrofood

Restrict Dissemination to Specific Countries

China, Mexico, Romania,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2004

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

Sunflower oil as producers and commercial intermediaries to provide this product to the Spanish company

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Distribution services agreement

Business Request

Looking for innovative machine tools: extrusion, rope and twine making, tube bending, profiling, welding mesh and reinforcing steel.

Summary

Spain-based company, specialized in commercialization of foreign machine tools for the Spanish industrial sector, is looking for manufacturers of innovative machine tools regarding the following fields: extrusion, rope and twine making, tube bending, profiling, welding mesh and reinforcing steel. The company offers its services as trade intermediary (commercial agent).

Creation Date	10 July 2013
Last Update	15 January 2015
Expiration Date	15 January 2016
Reference	BRES20130709001

Details

Description

The Spanish company is mainly looking for manufacturers located in European countries of the following machine tools: -Extrusion -Rope and twine making -Tube bending -Profiling -Welding mesh and reinforcing steel. The company is currently working as a trade intermediary representing a large number of top European tool machines manufacturers. Therefore, in order to incorporate new innovative technologies to its portfolio, the company is looking for partners willing to enter the Spanish market under a commercial agent agreement.

Advantages and Innovations

The company has large and solid network of contacts and clients in the Spanish industrial sector.

Technical Specification or Expertise Sought

The kind machine tools demanded must be innovative regarding the following fields: extrusion, rope and twine making, tube bending, profiling, welding mesh and reinforcing steel.

Stage of Development

Already on the market

Keywords

Technology

002002009 Machine Tools

Market

008003007 Other industrial equipment and machinery

NACE

C.28.4.1 Manufacture of metal forming machinery

C.28.4.9 Manufacture of other machine tools

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1958

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ecoaudit

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

Machine tools manufacturers willing to establish a long-term relationship based on a commercial agent agreement in order to enter innovative machine tools into the Spanish industrial market

Type and Size of Partner Sought

SME 11-50

Type of Partnership Considered

Commercial agency agreement

Business Request

A Dutch company active in the food packaging sector is looking for products to complement their product range.

Summary

The Dutch company has a well-established market position in The Netherlands in the food packaging sector. They are interested in contacts with potential partners that manufacture packaging products that can be of added value to their product range of polypropylene bags, anti-fog materials and carrier bags in polyethylene as well as paper. The Dutch company is in the position to negotiate different kinds of commercial agency agreements or distribution agreements.

Creation Date	09 January 2015
Last Update	26 March 2015
Expiration Date	25 March 2016
Reference	BRNL20150109001

Details

Description

The Dutch SME focuses on the area of packaging materials for the food industry where polypropylene, polyethylene and paper are the core material. The company is importing packaging materials from manufacturers from all over the world. They are able to offer their products printed with any design. The packaging is mainly used by manufacturers, wholesalers and large users and packers in food. The Dutch company has their own European distribution channel. The Dutch company is seeking products that could fit in their assortments of packaging materials for the food industry. Therefore they are looking for a manufacturer of polypropylene bags, anti-fog materials and carrier bags in polyethylene as well as paper for the food industry. The Dutch company is offering different kind of commercial agency agreements or distribution agreements.

Advantages and Innovations

The company has their own European distribution channel with a strong position in the food industry.

Technical Specification or Expertise Sought

The potential partner must be a manufacturer of packaging products such as:
-small and bigger size OPP (Oriented Polypropylene), CPP (Cast Polypropylene) and PP (Polypropylene) bags.
Carrier bags in paper, high-density polyethylene (HDPE) and low-density polyethylene (LDPE)
-Anti-fog materials
And have products that complement the current product range.

Keywords

Technology

008001003 Food Packaging / Handling

Market

007003002 Health food

NACE

G.47.2.1 Retail sale of fruit and vegetables in specialised stores

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

Contact Person

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Dissemination

Send to Sector Group

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1925

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The Dutch SME is an expert in the area of PP bags and other high-quality packaging material. They are specialist for almost 90 years in supplying high-quality large and small PP bags, including PP anti-fog bags. The company has a well-established position in The Netherlands in the food packaging sectors and has their own European distribution channel.

Languages Spoken

English
Dutch
German
French

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

The Dutch company is looking for a potential partner which manufactures polypropylene bags, anti-fog materials and carrier bags in polyethylene as well as paper to expand and complement their product range. The Dutch company is in the position to negotiate different kinds of commercial agency agreements or distribution agreements.

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Request

An Italian startup that develops software solutions for railway companies is looking for commercial agency agreement

Summary

An Italian startup has developed an electronic folder for the train driver to collect, organize and distribute documents allowing real-time communications between the rail company management and its operational personnel. They are looking for facilitators that help them enter the European market in the railway sector.

Creation Date	15 December 2014
Last Update	06 January 2015
Expiration Date	06 January 2016
Reference	BRIT20141215001

Details

Description

This software allows the definition of distribution rules according to personnel characteristics and type of document to assign.

The check flow of electronic documents lets the rail company constantly monitor the distribution process to the employees according to their skills and the files contents.

This software centrally manages the delivery of technical documents on those tablets the personnel is equipped with, including updates distribution and the receipt of occurred transfer.

After being picked up from different authorities releasing them, documents are inserted within the system, which centrally manages the distribution of updates to the rail company personnel, and registers occurred transfers.

New users accesses are managed through an authentication system to the associated tablets. Once the user is logged in, the documents linked to the device are automatically downloaded and, after that, the system notifies the success of the procedure.

When a new document is uploaded in the system, each employee will receive an alert.

Each document updated (related, for instance, to route booklets) is inserted by the software within the platform and associated to a summarizing document. Employees in charge of entry indicate who are the addresses of the information, so that they can be automatically alerted by the system by e-mail and/or sms.

It is always possible to go over each different document release and to establish when or how they have been modified. If users are reading an obsolete version of the document, the software

itself can alert them on the availability of requested updates.

Advantages and Innovations

The system centrally manages the transmission of technical documents to those tablets the personnel is equipped with, including the deliver of updates and the receipt of occurred transfer. Through a personally assigned password, each employee can download and manage them and can be alerted on new releases and updates.

It can be used with most of currently available operative systems, also on open source ones.

Technical Specification or Expertise Sought

There is no need for specific technical expertise to use it.

Stage of Development

Already on the market

IPR Status

Trade Marks

Keywords

Technology

001002006	Computer Software
001002010	Databases, Database Management, Data Mining

Market

002007001	Systems software
009001007	Other transportation

NACE

J.62.0.9	Other information technology and computer service activities
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Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Automotive, Transport and Logistics

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2013

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
French
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

They are looking for facilitators that help them enter the European market in the railway sector.

Type of Partnership Considered

Commercial agency agreement

Business Request

Brazilian dairy producer and distributor of dairy and food products is looking for spices suppliers

Summary

Brazilian dairy company and distributor of food products in looking for suppliers of spices and condiments such as olive oils, canned palm hearts, sun dried tomatoes, mushrooms, olives, tuna, all kinds of cheeses, dairy products and hams and smoked hams to distribute in the state of Bahia, Brazil.

Creation Date 17 October 2014
Last Update 05 February 2015
Expiration Date 05 February 2016
Reference BRBR20140923001

Details

Description

Founded in 1996, the Federicci family brought to Bahia state commitment distribution of the best cheeses from the best manufacturers in Brazil and abroad.

At the same year they founded a focused dairy production of specialty cheeses in the city of Belmonte / BA and subsequently acquired a dairy in Nazarene / MG.

Manufactures gorgonzola cheese type, brie, gouda, provolone, ricotta, and fresh cheese.

The owner has worked for 18 years in the Bahia market also stands out as the advanced business marketing, distribution of selected products, fast delivery and personalized attention to its select clients.

The company has trademarked and recognized name in the field of dairy.

Distributes other 2000 products since 1993 in the city of Salvador as oils, canned palm hearts, sun dried tomatoes, mushrooms, olives, tuna, condiments, domestic and imported cheeses, dairy products in general, and smoked hams.

Wants to negotiate with the EU exporter of spices whose purpose is to increase the revenue of fine cheeses seasoned produced and also distribute these spices in the state of Bahia.

The company is lookingfor spices, innovative products.

Distribution services agreement are interesting.

Advantages and Innovations

The company has an advanced distribution system, which includes:

- Five cold-cooling to 35,6F, a total of 400 sqm;
- Own fleet and equipped with cooling devices on their chests isothermal
- Highly capable team to distribution services
- Daily deliveries.
- Physical structure engendered storage and free from contamination of products protective atmosphere, the company

Technical Specification or Expertise Sought

The provider must offer selected spices, certified and proven quality products for the following products: olive oils, canned palm hearts, sun dried tomatoes, mushrooms, olives, tuna, condiments, domestic and imported cheeses, dairy products in general, and hams smoked.

Stage of Development

Already on the market

IPR Status

Trade Marks

Keywords

Market

007004010

Other consumer products

009005

Agriculture, Forestry, Fishing, Animal Husbandry and Related Products

NACE

C.10.5.1

Operation of dairies and cheese making

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry >500

Year Established

1990

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

Portuguese
Spanish

Client Country

Brazil, Federative Republic of

Partner Sought

Type and Role of Partner Sought

The company is looking for spices, innovative products. Distribution services agreement are considered.

The company wants to negotiate with the EU exporter of spices trade agreement through the following products: oils, canned palm hearts, sun dried tomatoes, mushrooms, olives, tuna, condiments, domestic and imported cheeses, dairy products in general, and smoked hams and other products correlates.

Type and Size of Partner Sought

>500 MNE, 251-500

Type of Partnership Considered

Distribution services agreement

Business Request

Slovenian food oils production company is looking for suppliers of dark green pumpkin seeds and other types of seeds and nuts.

Summary

Slovenian food oils production and distribution company is looking for an exclusive sales company or exclusive supplier of high quality dark green pumpkin seeds and other types of seeds and nuts. The company requests commercial or distribution agreement.

Creation Date	30 January 2015
Last Update	11 February 2015
Expiration Date	11 February 2016
Reference	BRSI20150130001

Details

Description

Young Slovenian company is a producer of 100% pure food oils (pumpkin seed oil, walnut oil, hazelnut oil, hemp oil, linseed oil, grape seed oil, almond oil, poppy seed oil, apricot oil, soybean oil, sesame seed oil, peanut oil and black cumin oil) for cuisine and individual use. The company product range includes also bio oils made from bio seeds. The oils are produced from roasted and pressed seeds following traditional Slovenian recipes.

The company is searching for long term business partner from Europe able to supply them dark green pumpkin seeds of best quality by acceptable prices including CIF (costs, insurance, freight and transport). The company is interested also in upper mentioned other types of seeds and nuts.

The company needs weekly between 5 to 20 tons of dark green pumpkin seeds. Only DARK green seeds are acceptable.

The company offers either commercial or distribution agreement.

Advantages and Innovations

- production of first-class oils
- oils have rich and powerful taste
- oils are rich in vitamins and minerals, antioxidants and essential fatty acids

Technical Specification or Expertise Sought

/

Stage of Development

Already on the market

Keywords

Market

007003002 Health food

NACE

G.47.2.9 Other retail sale of food in specialised stores

I.56.2.9 Other food service activities

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2015

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

Certifications for fitosterols, heavy metals, polycyclic aromatic.

Languages Spoken

English

Slovenian

Client Country

Slovenia

Partner Sought

Type and Role of Partner Sought

Potential partners are sought among SMEs and big companies having experience in seeds distribution branch and being able to provide long term supply of 5-20 tons of pumpkin seeds per week.

The supplier must have the seeds in stock every time when the company wants to make an order. Usually the orders are carried out weekly.

The potential partner should understand the seeds market and customer needs.

The company offers commercial or distribution agreements that could last either 1-month, 6-months or 1-year. Orders for seeds would be carried out weekly.

Type and Size of Partner Sought

SME 11-50, SME <10,251-500, SME 51-250,>500

Type of Partnership Considered

Distribution services agreement

Commercial agency agreement

Business Request

Spanish company, trader of used cooking oil is offering trade intermediary services to partners dedicated to collect and sell used cooking oil.

Summary

Spanish company, trader of used cooking oil is offering trade intermediary services to partners dedicated to collect and sell used cooking oil.

Creation Date	27 March 2013
Last Update	05 February 2015
Expiration Date	05 February 2016
Reference	20130327018

Details

Description

Spanish trade company is looking for partners dedicated to collect used cooking oil to supply to plants of biodiesel like a raw material to produce energy. The company offers its intermediary service as distributor to companies which collect used cooking oil.

Advantages and Innovations

Spanish company committed to the environment
With quality standard ISO9000

Technical Specification or Expertise Sought

Target partners should be collector of used cooking oil

Keywords

NACE

G.46.9 Non-specialised wholesale trade

Network Contact

Issuing Partner

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Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Cyprus, CzechRepublic, Denmark, Estonia,
Finland, France, Germany, Greece, Hungary, Ireland, Israel, Italy,
Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal,
Romania, Slovakia, Slovenia, Spain, Sweden, Turkey, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

Used cooking oil for biodiesel
Percentage of Trans-National Activity (defined as approximate of turnover) : 0-9%

Certification Standards

ISO 9000

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

Field of activities: Trade (Buying/Selling), Services

Type of partner: Company

Trans-National Co-Operation: No Preference

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Distribution services agreement

Business Request

Spanish company specialized in repairing, maintenance and trade of industrial vehicles offers distribution services

Summary

Creation Date 26 November 2013
Last Update 04 February 2015
Expiration Date 04 February 2016
Reference BRES20131126001

Details

Description

Spanish company specialized in repairing, maintenance and trade of industrial vehicles: wrecker, breakdown van, tip cart, dump truck, wagons, parts and accessories, offers distribution services.

The company looks for producers of industrial vehicles, parts and accessories to distribute them in the national market.

Advantages and Innovations

The main advantages the company can offer are a large experience and knowledge of the sector and a good portfolio of clients.

Stage of Development

Already on the market

Keywords

Market

008006 Industrial Services

NACE

C.33.1.2 Repair of machinery

C.33.2.0 Installation of industrial machinery and equipment

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2008

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

The partner sought must be a company operating in the sector of maintenance and repair of industrial vehicles willing to cooperate under services agreement.

Type of Partnership Considered

Distribution services agreement

Business Request

Spanish company involved in the industrial metal sector offers subcontracting services

Summary

Creation Date	26 November 2013
Last Update	03 February 2015
Expiration Date	03 February 2016
Reference	BRES20131126002

Details

Description

Spanish company with more than 45 years of experience involved in the industrial metal sector offers subcontracting services. It is specialized in machining, gearings, welding, and assembly in different sectors: aeronautical, agricultural, agro food, medical, energy, machinery, naval.

The aim of the company is offering a complete service covering all fields: collaboration in engineering process, logistics and purchasing process, manufacturing area, integrated subcontracting service, quality in process and products.

This company is offering cooperation agreements and subcontracting services.

Advantages and Innovations

Around 50 years of experience in the mechanical field and the diversity of the subsectors of its activity (aeronautical, agricultural, agro food, medical, energy, machinery, naval) have given this company the "know how" for proposing a new philosophy in the subcontracting areas.

On the other hand, this company works directly with the clients giving them an integral service offering development alternatives and the possibility of improving the product from a production cost cutting approach.

This company is focused on the continuous improvement, especially in cost competition and delivery times.

Stage of Development

Already on the market

Keywords

Market

008003001	Machine tools, other metal working equipment (excluding numeric control)
008003005	Other industrial process machinery for textile, paper and other industries
008003007	Other industrial equipment and machinery

NACE

C.28.2.9	Manufacture of other general-purpose machinery n.e.c.
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Network Contact

Issuing Partner

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Contact Person

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Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1962

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

This company is interested in cooperation agreements and subcontracting services within the industrial metal sector.

Type of Partnership Considered

Subcontracting

Business Request

Spanish company specialized in import-export air conditioning equipment, offers commercial representation to producers, distributors, wholesalers of air conditioning, tools, and accessories.

Summary

Spanish company specialized in import-export air conditioning equipment, offers commercial representation to producers, distributors, wholesalers of air conditioning, tools, and accessories in Spain and Portugal.

Creation Date	26 November 2013
Last Update	03 February 2015
Expiration Date	03 February 2016
Reference	BRES20131126003

Details

Description

Spanish company specialized in importing and exporting air conditioning equipment of well-known brands is offering commercial representation for all kind of air conditioning products, as well as tools and accessories for the installation.

The interest of the company is extending the current portfolio of products: air conditioning equipment, tools and accessories for the installation.

They are looking for new suppliers to work with and to offer distribution/representation services in Spain and Portugal in order to create a distribution network within these countries.

Advantages and Innovations

- Diversification of sales.
- A swift and effective introduction into the selected market.
- Appropriate advice
- Distribution network within Spain and Portugal.

Stage of Development

Already on the market

Keywords

Market

003004003 Other electronics related equipment

NACE

C.27.1.1 Manufacture of electric motors, generators and transformers

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2010

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
German
Portuguese
Spanish
Italian

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

A services or a manufacturer company wanting representation in the Spanish and Portuguese market for air conditioning sector.

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Request

A UK training company is looking for innovative fitness programmes to add to its training portfolio

Summary

This UK training provider focuses on training gym and personal trainers in the North of England. The company is recognised as a premium provider of health and fitness courses by all relevant industry bodies. Working with students in a modular approach, they build up their trainees' skills to cover all aspects of personal fitness. They are looking for partners who can offer new programmes for their clients, through commercial agency, distribution, franchise or services agreement.

Creation Date	22 July 2014
Last Update	29 July 2014
Expiration Date	03 February 2016
Reference	BRUK20140714001

Details

Description

This UK company has a range of training programmes from the age of 16. The majority of its core business is government funded, to service the unemployed and the apprentice markets. The company has its own training facilities and a range of highly trained staff, who are all qualified teachers in the UK.

Five years ago the company expanded into private training with industrial and fitness training programmes. This private area has grown very strongly and is the direction in which the company is focused.

The company has developed an excellent library of support tools for the health and fitness market, allowing its ex students to keep up to date with new techniques.

To help grow this area, the company has taken advantage of new government grants for the 24 plus age group, where they can access grants and loans to pay for the courses.

The company is also an accredited member of the UK government's ELCAS (Enhanced Learning Credit Administration System) funding, which allows ex military personnel to access funding for career transition training.

They are looking for partners who can offer new programmes for their clients, through commercial agency, distribution, franchise or services agreements

Advantages and Innovations

This UK company has a reputation for quality training and has excellent feedback from its current customers, who are often looking for extra training courses.

By having an excellent website which is rich in both archive videos and monthly blogs, the company can keep in touch with its alumni and therefore offer new services to them.

The general managers of this training company are themselves fitness instructors, so there is an in-depth knowledge of the requirements of their customer base.

Technical Specification or Expertise Sought

The company is looking for innovative new programmes that they could sell the training for. It would be expected that this is a train the trainer project, so they would be in a great position to launch any new fitness programme to the UK.

They are very comfortable training all across the UK, away from their northern base, so would be able to cope with a national roll out.

As they have a great alumni of trained fitness trainers, they could if required ramp up any roll out programme very quickly.

IPR Status

Other

Keywords

Market

009003007 Other services (not elsewhere classified)

NACE

N.78.1.0 Activities of employment placement agencies

Q.86.9.0 Other human health activities

R.93.1.3 Fitness facilities

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

Contact Person

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Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1998

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Certification Standards

other

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The UK training company is looking for a partner who can offer a unique training proposition, that would require a number of fitness and personal trainers to roll out.

Ideally the partner would be able to market the proposition to the end user, creating demand for the fitness and personal trainers to deliver, with the UK training company training these trainers.

The partner will need to be able to show a benefit for their programme, ideally with scientific back up. There will also be a need to ensure that the programme is demonstrably safe, with any limits to participants clearly understood.

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Services agreement
Distribution services agreement
Franchise agency agreement
Commercial agency agreement

Business Request

Range of Biomass energy related systems, equipment and accessories sought

Summary

A highly experienced UK consultancy company who are engaged in the energy and environmental sectors is seeking the opportunity to broaden its product range with high quality technology related to the growing sub-sector of biomass. The company seeks commercial agency or distribution services agreements for a range of biomass related systems, equipment and accessories. It is envisaged that any agreements would cover all of Ireland.

Creation Date	03 December 2014
Last Update	26 February 2015
Expiration Date	26 February 2016
Reference	BRUK20141203001

Details

Description

This UK company is currently deeply involved in energy and environment consultancy services for medium and large UK companies including training, audits, management systems, micro-grids, noise and acoustics.

The company has expertise in the fields of energy procurement, natural gas, electricity, carbon trading, supplier brokering and portfolio management.

The company have recently specialised in electricity consumption measurement and monitoring - i.e. device level electricity monitoring, measurement and targeting (MM&T).

They now wish to expand their services. Rather than develop their own products they wish to achieve this by acquiring agency or distribution agreements for biomass related systems, equipment and accessories. It is envisaged that any agreements would cover all of Ireland. Whether or not the agreement is for an agency or distributor, depends on the potential and is open to negotiation.

The company has experience across a wide range of renewable energy sub-sectors but now want to increase their involvement in biomass systems, with particular emphasis on woodchips, Anaerobic Digestion (food waste, slurry, etc.) and landfill gas (methane). They are also interested in accessories for the industry – such as temperature, pressure and effluent quality sensors as well as the hardware and associated software involved in the process control side. They are seeking an agency or distribution agreement for complete systems or peripheral spares and controllers.

The company was formed in 2011 by the highly experienced owner.

A successful partnership should lead to an increase in business for both companies.

Advantages and Innovations

This UK company is highly experienced in the energy and environmental sectors including the fields of energy procurement, natural gas, electricity, carbon trading, supplier brokering and portfolio management.

They have the expertise and resource to robustly control energy and environmental related cost, compliance and competitiveness challenges facing organisations of all sizes.

Technical Specification or Expertise Sought

In addition to medium scale biomass energy conversion systems the company is very interested in combined heat and power systems (CHP) and possibly fully developed energy storage systems.

Biomass related peripheral equipment, output analysers/ monitors and maintenance contracts would also be of interest.

Biomass conversion processes using energy crops, agricultural residues, or food waste would all be of interest.

Stage of Development

Already on the market

Comments Regarding Stage of Development

Technologies at the development stage are not of interest due to the long periods involved in getting such technologies certified and established on the market.

IPR Status

Secret Know-how, Design Rights, Patent(s) applied for but not yet granted, Patents granted, Trade Marks, Copyright

Comment Regarding IPR status

Any agreement reached would depend to some extent on the strength and status given to any biomass technology by strong intellectual property rights.

Keywords

Technology

004001003	Storage of electricity, batteries
004005007	Solid biomass
004005015	Integrated waste-energy processes
004008	Energy efficiency

Market

006005015	Biomass and Biofuels
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NACE

D.35.1.1	Production of electricity
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D.35.3.0

Steam and air conditioning supply

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Intelligent Energy

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company is currently heavily involved with energy consultancy and service provision to medium sized companies, higher education institutions and government bodies.

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

A successful partner will be well established in the biomass sector and possess biomass technologies which are already on the market. They will be seeking agency or distribution agreements for their products in Ireland.

They will have a sound track record of performance and reliability as the company considers this as essential.

The company also views environmental protection of major importance and are very stringent in compliance with relevant EU regulations.

Potential partners should supply technical back-up and expertise and should be in a position to demonstrate their existing equipment in day to day use in Europe.

References from 'satisfied customers' would be valuable.

Type and Size of Partner Sought

SME 11-50, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Request

Croatian metallurgy company offers distribution agreements

Summary

A company from Croatia, operating within metallurgy sector, specialised in the production of metal products, is offering distribution services to prospective foreign partners.

Creation Date	06 February 2015
Last Update	23 March 2015
Expiration Date	22 March 2016
Reference	BRHR20150206001

Details

Description

A company from Croatia was founded in 2014 and is operating within metallurgy sector. The company's main activities are related to: products made of wrought iron (such as pipes - square, rectangular, handrails and arches), stainless steel, aluminium, zinc including ferrous metallurgy (sheets, pipes, profiles), and other metal products (locks, cylinders, handles etc.). The company is also involved in export-import businesses and wholesale and thus offering their intermediary services (the company is able to act as representative for potential clients and to sell their metal goods, as well as to carry consignment sale of goods of metal).

Advantages and Innovations

The main advantages of this company are their professional staff, the proximity of the seaport and high-quality products.

Technical Specification or Expertise Sought

The company prefers experienced, professional and solvent clients.

Stage of Development

Already on the market

Keywords

Technology

002007008	Iron and Steel, Steelworks
002007010	Metals and Alloys

Market

008005 Other Industrial Products (not elsewhere classified)
009004008 Other manufacturing (not elsewhere classified)

NACE

C.25.1.1 Manufacture of metal structures and parts of structures
C.25.7.2 Manufacture of locks and hinges
C.25.7.3 Manufacture of tools

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Croatian

Client Country

Croatia

Partner Sought

Type and Role of Partner Sought

The company is offering its distribution services to foreign companies who produce metal products and need representation at Croatian market.

Type and Size of Partner Sought

SME 11-50, SME <10,>500 MNE, 251-500, SME 51-250,>500

Type of Partnership Considered

Distribution services agreement

Business Request

French SME is looking for a provider of raw wood-wool balls.

Summary

The French company is a family business making wood-wool packing products. The SME is currently looking for a supplier of wood-wool balls for subcontracting agreement.

Creation Date	07 January 2015
Last Update	23 March 2015
Expiration Date	22 March 2016
Reference	BRFR20150107001

Details

Description

The SME has been operating since 1938. This is a family business, and recently, they developed a business of eco-packing products.

Wood-wool is used as a packing material to package fragile products, and lies at the origin of the company in 1938. Nowadays, applications are more varied: bedding for poultry, insulation for nursery gardeners, packing of crustaceans, lining for gift boxes, lining for fruit and vegetable boxes, etc.

The company is looking for a provider of raw wood-wool for subcontracting agreement

Advantages and Innovations

The French company has over 60 years of experience in the wood-wool field and possesses a wide range of clients on the national market. The company manufactures only biodegradable products.

Technical Specification or Expertise Sought

The company seeks a wood-wool supplier which would be able to supply balls of 30, 20 or 10 kilos. The provider must also be able to process the wood-wool and to produce 50 to 90 metrics tons per year.

Keywords

Market

008005 Other Industrial Products (not elsewhere classified)

009005

Agriculture, Forestry, Fishing, Animal Husbandry and Related Products

NACE

A.02.1.0

Silviculture and other forestry activities

C.16.2.9

Manufacture of other products of wood; manufacture of articles of cork, straw and plaiting materials

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Dissemination

Send to Sector Group

Materials

Restrict Dissemination to Specific Countries

Bulgaria, Croatia, CzechRepublic, Estonia, Finland, Germany, Hungary,
Italy, Romania, Russia, Serbia, Slovakia, Slovenia, Sweden,
Tunisia, Turkey, Ukraine, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

1938

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

PEFC

Languages Spoken

English

French

Italian

Client Country

France

Partner Sought

Type and Role of Partner Sought

The partner must have a good providing capacity and must be reliable.

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Subcontracting

Business Request

Seeking supplier of recycled polypropylene bags

Summary

A small Danish company which sells carrier bags in recycled woven polypropylene, is looking for a company in Europe, which can manufacture and sew the bags for them. The client should be able to sew in handles with an integrated elastic to close the bag with, as well as a plastic hanging rail.

Creation Date	04 February 2015
Last Update	11 February 2015
Expiration Date	11 February 2016
Reference	BRDK20150203001

Details

Description

The company is an innovative design company, which arose from a university entrepreneurship programme in 2013. The company has designed a series of carrier bags, which can carry advertising and can be folded entirely flat when not in use. The bags can be hung on bicycle luggage racks, or used as standard bags and include a simple closing mechanism. The bags are currently sold in a large number of bicycle shops all over Denmark and in a number of other European countries.

The bags are currently made in China, but the company wants to find a European manufacturer, in order to cut down the long delivery time.

The company is therefore looking for a manufacturer of woven polypropylene bags, who can produce the bags to order. Order sizes are typically 1000 + at a time.

Bags are made from a single piece of fabric in size 1140 x 470 mm, and the factory must be able to sew a plastic element in under the bag's top seam. The bag has a 10 cm elastic sewn to the handle to close the bag, which should be available in a number of colours. It would be an advantage if the manufacturer could also print logos and designs on the polypropylene fabric.

Advantages and Innovations

The bags are made to hang safely on a bicycle luggage rack.

The company has a large number of contracts and requires a steady number of sewn polypropylene bags.

The bag can be folded completely flat when not in use.

All bags can carry between 13-20 kg weight

Technical Specification or Expertise Sought

Manufacture of woven PP
Sewing facilities
Printing of logos on fabric

Stage of Development

Already on the market

Comments Regarding Stage of Development

Currently sold in Denmark with over 100 retail locations, with small sales in Norway, Sweden, Netherlands, Belgium and UK

IPR Status

Patent(s) applied for but not yet granted

Comment Regarding IPR status

Patent pending on product

Profile Origin

Other

Keywords

Technology

002007014	Plastics, Polymers
003005008	Weaving related to Textiles Technology

Market

009004003	Textiles (synthetic and natural)
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NACE

M.74.1.0	Specialised design activities
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Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2013

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

Limited international co-operation in Belgium, Netherlands, Norway, Sweden, UK - and currently made in China.

Languages Spoken

English
Danish

Client Country

Denmark

Partner Sought

Type and Role of Partner Sought

The company is looking for manufacturers, which can produce carrier bags of woven recycled PP. Bags should be of one single sheet of PP in size 1140 x 470 mm, and the factory must be able to sew a plastic element in under the bag's top seam. The bag has a 10 cm elastic sewn to the handle to close the bag, which should be available in a number of colours.

The company should be able to provide bags with different designs and logos printed on them, to suit clients' needs.

Bags are currently made in China, but the company wants to identify European manufacturers which can shorten the delivery time - currently three months.

Type and Size of Partner Sought

SME 11-50, SME <10, 251-500, SME 51-250, >500

Type of Partnership Considered

Manufacturing agreement
Subcontracting

Business Request

A Croatian company active in electrical engineering and industrial automation is offering distribution services

Summary

A Croatian company, domestically well recognised as a trustworthy and reliable partner, with impressive references in all segments of electrical engineering business, with a particular emphasis on industrial automation, is offering distribution services to companies engaged in the same sector - producers of industrial automation systems.

Creation Date 14 January 2015
Last Update 23 March 2015
Expiration Date 22 March 2016
Reference BRHR20150114001

Details

Description

The company, existing since 1992, is more than capable to turn some processes or something else from current status quo to something that will provide user friendly surface, reliable system operation and guaranteed maintenance. Their solutions of industrial processes simplify matters and for that reason clients can think and act in other areas of interest.

The company is highly professional and experienced in business execution which consists of the following tasks: Industrial automation, assembly and projecting electrical cabinets, PLC (Power-line communication) technology, SCADA (Supervisory Control and Data Acquisition) systems, etc.

The company offers distribution to companies engaged in industrial automation systems and electrical engineering business.

Technical Specification or Expertise Sought

The company is searching for partners within the same branch, SME or manufacturers interested in the implementation of their products and ideas on new markets (Croatia).

Keywords

Market

002007005	Communications/networking
002007023	Programming services/systems engineering
008002001	Energy management
008002002	Industrial measurement and sensing equipment

008002003

Process control equipment and systems

NACE

C.33.2.0

Installation of industrial machinery and equipment

J.62.0.9

Other information technology and computer service activities

J.63.1.1

Data processing, hosting and related activities

M.71.1.2

Engineering activities and related technical consultancy

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1992

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

German

Client Country

Croatia

Partner Sought

Type and Role of Partner Sought

The potential partner could be a company engaged in industrial automation systems and electrical engineering business, which is open to new markets like the Croatian market.

Type of Partnership Considered

Distribution services agreement

Business Request

A Bulgarian company wants to be a distributor of fasteners

Summary

A Bulgarian company is looking for fasteners` producers mainly from Turkey and Asian countries but European producers are also preferred only if the price is competitive. The company wants to act as a distributor for these products on the Bulgarian market.

Creation Date 09 February 2015
Last Update 26 February 2015
Expiration Date 26 February 2016
Reference BRBG20140205001

Details

Description

This Bulgarian company acts as a wholesaler and trader of spare parts for different industries. The company wants to expand its portfolio of products offered on the Bulgarian market and is looking for producers of fasteners to collaborate with. The producers should be mainly from Turkey or other Asian countries. European producers will be considered only if the price proposed is competitive on the Bulgarian market. The company wants to be a distributor of fasteners on the Bulgarian market.

Advantages and Innovations

The Bulgarian company is already involved in wholesale and trade with similar products and has a well- established network on the Bulgarian market.

Technical Specification or Expertise Sought

All types of fasteners would be of interest.

Keywords

Market

009003004 Distributors, importes and wholesalers

NACE

G.46.6.9 Wholesale of other machinery and equipment

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

Bulgaria

Partner Sought

Type and Role of Partner Sought

Manufacturers of fasteners that can offer an excellent product quality on a competitive price for the Bulgarian market.

Type of Partnership Considered

Distribution services agreement

Business Request

A Finnish company is looking for a manufacturer capable of producing fire blanket packaging with high quality printing on tyvek paper

Summary

A Finnish company specializing in designer home safety products is looking for a manufacturer capable of producing high-quality packaging for its fire blankets. The packaging should be made of tyvek paper and printed with high quality pattern on top. The company is looking for a manufacturing agreement.

Creation Date	18 December 2014
Last Update	25 March 2015
Expiration Date	24 March 2016
Reference	BRFI20141218001

Details

Description

A Finnish company is looking for a manufacturer capable of producing high quality fire blanket packaging.

The company specializes in fire safety products with designs from world renowned artists and designers. Therefore the company is looking for a manufacturer capable of producing high print quality.

The completed bag should be made by Tyvek paper and printed with a very high quality pattern on top, with an eyelet (10mm inner dimension) on the top of the bag, and sealed by Velcro tape.

Estimated production volume is from 10.000 to 50.000 units with different print designs.

Technical Specification or Expertise Sought

The manufacturer should be able to produce bags with these special requirements:

- Tyvek Paper 105grs(1082D), 210mu thickness
- Four-color Print
- Size of bag: 183mm*339mm;
- Eyelet size: 10mm (Inner)

Stage of Development

Already on the market

IPR Status

Secret Know-how, Design Rights, Trade Marks, Copyright, Other

Profile Origin

Private (in-house) research

Keywords

Technology

002005003	Packaging for machines
002005004	Packaging for materials
010001003	Fire Safety Technology

Market

007004004	Housewares
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NACE

M.74.1.0	Specialised design activities
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Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2009

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Swedish

Finnish

Client Country

Finland

Partner Sought

Type and Role of Partner Sought

The company is looking for a manufacturer capable of producing an estimated 10,000 -50,000 units of different packaging designs per year with high quality.

Type and Size of Partner Sought

SME 11-50, SME <10,>500 MNE,251-500, SME 51-250,>500

Type of Partnership Considered

Manufacturing agreement

Business Request

A Finnish company is looking for a manufacturer capable of producing high quality optical smoke alarms

Summary

A Finnish company specializing in designer home safety products is looking for a manufacturer capable of producing high quality optical smoke alarms. The manufacturer should be able to produce an estimated 300.000 units of different smoke alarm design per year with high quality. The company is looking for manufacturing agreements.

Creation Date	18 December 2014
Last Update	26 March 2015
Expiration Date	25 March 2016
Reference	BRFI20141218002

Details

Description

A Finnish company is looking for a manufacturer capable of producing high-quality smoke alarms.

The company specializes in fire safety products with designs from world renowned artists and designers. Therefore the company is looking for a manufacturer capable of producing very high quality.

The smoke alarms are to be manufactured based on the specifications from the design company – both electronics and the mechanical design provided.

Technical Specification or Expertise Sought

The manufacturer should be able to manufacture optical smoke alarms with:

- 100% testing in aerosol smoke tunnel
- LED selection
- electronics assembly (SMT, manual soldering)
- final assembly
- ISO 9001
- EN 14604

Stage of Development

Project in negotiations - urgent

IPR Status

Secret Know-how, Design Rights, Trade Marks, Copyright, Other

Profile Origin

Private (in-house) research

Keywords

Technology

010001003 Fire Safety Technology

Market

003001009 Other electronics related (including keyboards)

009004008 Other manufacturing (not elsewhere classified)

NACE

M.74.1.0 Specialised design activities

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2009

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Swedish
Finnish

Client Country

Finland

Partner Sought

Type and Role of Partner Sought

The company is looking for a manufacturer capable of producing an estimated 300 000 units of different smoke alarm designs per year with high quality.

Type and Size of Partner Sought

SME 11-50, SME <10,>500 MNE, 251-500, SME 51-250,>500

Type of Partnership Considered

Manufacturing agreement

Business Request

Norwegian SME requests production partner with skills in stainless steel products, welding, electrolysis polishing, mounting

Summary

A Norwegian SME is specialised in easy lifting equipment for dinghies/small boats and water-jets to be used with cabin-cruisers. They are looking for production partners to produce the lifting equipment. The production partner sought must be highly skilled with a strong quality awareness and must be competent in bending pipes, welding stainless steel, mounting and packaging. Manufacturing agreement offered.

Creation Date	11 February 2015
Last Update	19 March 2015
Expiration Date	04 March 2016
Reference	BRNO20150204001

Details

Description

The lifting equipment is very easy to use. It quickly lifts the dinghys on board a larger vessel/ yacht. A dinghy is a type of small boat, often carried or towed for use as a ship's boat by a larger vessel. This lifting equipment only uses manpower, which makes it safe to use on the water. Other products in need of electricity may represent a risk on water as they can malfunction in a critical moment. The lift is easy mounted onto the boat as well as easy and safe to use.

The Norwegian SME is looking for a highly skilled production company experienced in stainless steel products, welding, bending pipes, machinery, electrolysis polishing and mounting.

The company has published a video on their web page which gives a good understanding of the product to be produced. This video is available to interested parties upon request.

Advantages and Innovations

The lifting equipment is very easy to use. The dinghy is quickly released into the water. The operation does not require any electricity, which is a major advantage when being on water.

Technical Specification or Expertise Sought

- Highly skilled and quality aware manufacturer.
- Skills in bending pipes, welding stainless steel, mounting and packaging

- Production partner must be able to start immediate production, as the client needs products for sale before summer 2015.

Stage of Development

Already on the market

Comments Regarding Stage of Development

The company has two products; one is on the market, and one is a prototype. The role of the production partner would be to manufacture the lifting equipment ready for market.

IPR Status

Design Rights, Trade Marks

Comment Regarding IPR status

Trademark in Norway and Design Rights in Norway

Profile Origin

Other

Keywords

Technology

002002005	Forming (rolling, forging, pressing, drawing)
002002008	Joining (soldering, welding, sticking)
002002020	Moulding, injection moulding, sintering
002008008	Water Transport

Market

007001004	Sporting goods, hobby equipment and athletics clothes
008005	Other Industrial Products (not elsewhere classified)

NACE

C.25.5.0	Forging, pressing, stamping and roll-forming of metal; powder metallurgy
R.93.2.9	Other amusement and recreation activities

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

Contact Person

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Dissemination

Send to Sector Group

Sustainable Construction

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

The company was established in 2014. The founders have long experience within construction design as well as from maritime sector.

Languages Spoken

English
Finnish
Norwegian

Client Country

Norway

Partner Sought

Type and Role of Partner Sought

The Norwegian company is looking for a manufacturing or production partner with high skills in stainless steel production.

Manufacturing agreement offered.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Manufacturing agreement

Business Request

Transport companies looking for agent in Poland are sought.

Summary

A Polish logistic operator is active on the road transport market. It provides comprehensive services at each stage of the supply chain. The forwarder seeks partners from transport industry who want to enter the Polish market. The company is looking for partners to represent them on the local market in terms of commercial agency agreement.

Creation Date	07 January 2015
Last Update	24 March 2015
Expiration Date	23 March 2016
Reference	BRPL20141212002

Details

Description

The Polish company operates on the transport market as a forwarder. It offers comprehensive services in range of transport organization and storage to producers, distributors and forwarding agents.

The logistic operator specializes in road transport forwarding operations, especially in transporting loads by canvas type semitrailers. However, the authorizations and experience that it has allow transporting also small batches of goods, using vans, and loose materials by dump trucks and walking-floor semitrailers.

The forwarder has experience in transport organization in the territory of Europe and Russia. The most often routes include: Germany, France, Spain, Czech Republic, Benelux and Baltic countries, United Kingdom and Poland.

All company activities are covered with insurance, furthermore it is member of North Chamber of Commerce, and has certificate of credibility, which confirms the use of financial safety policy in deals management.

To companies interested in agency services the operator offers wide knowledge about local and neighbouring markets as well as contacts with other partners that cooperate with him.

The company is open to cooperation with other entities in form of commercial agency agreement.

Technical Specification or Expertise Sought

The company seeks partners - road carriers who has its own fleet:
- canvas type semitrailers

- vans
- dump trucks
- walking-floor semitrailers
- other means of road transport are also allowed

Stage of Development

Already on the market

Keywords

Market

008005 Other Industrial Products (not elsewhere classified)
008006001 Process control and logistics

NACE

H.49.4.1 Freight transport by road

Network Contact

Issuing Partner

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Dissemination

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, CzechRepublic, Denmark,
Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy,
Latvia, Lithuania, Luxembourg, Malta, Netherlands, Portugal, Romania,
Slovakia, Slovenia, Spain, Sweden, Ukraine, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ecoaudit
other

Languages Spoken

English
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

Specific area of activity of the partner: transport

Type of partner sought: transport companies, carriers

Task to be performed by the partner sought: entrusting the representation to the company

Type of Partnership Considered

Commercial agency agreement

Business Request

Print media company seeks new and innovative products

Summary

A UK print media company is seeking new and innovative products in this field from Eastern and Central European markets. They are offering their services in the UK as trade intermediaries (agents / distributors) to manufacturers.

Creation Date 23 December 2014
Last Update 23 February 2015
Expiration Date 23 February 2016
Reference BRUK20141217001

Details

Description

UK company delivering innovation, design, print, graphics and mailing services throughout the UK is seeking innovative products in this sector to offer to existing and new clients. Of particular interest are innovations in the field such as 3D printing or peelable posters/wallpapers/stickers/decals, either bespoke or off-the-shelf and environmentally friendly products. Innovative products outside the above criteria will also be considered. Offers particularly welcomed from companies from Central and Eastern Europe able to offer these products / services at a competitive rate.

The UK company are offering their services in the UK as trade intermediaries to manufacturers.

Advantages and Innovations

This is an opportunity for Eastern and Central European companies in the sector to find a reputable and well-established partner and achieve distribution of its products in the UK market.

Technical Specification or Expertise Sought

innovations in 3D printing or peelable posters/wallpapers/stickers/decals, either bespoke or off-the-shelf and environmentally friendly products. Innovative products outside the above criteria will also be considered.

Keywords

Market

009004005 Books, cards and other publishing
009004007 Printing and binding

NACE

C.18.1.2

Other printing

M.74.1.0

Specialised design activities

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Dissemination

Restrict Dissemination to Specific Countries

Bulgaria, CzechRepublic, Estonia, Hungary, Latvia, Lithuania, Poland,
Romania, Slovakia, Slovenia,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2010

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Partners should be well-established manufacturers in their own market and be forward thinking and innovative in product development. Partners should be willing to communicate in English and travel to the UK if required. The UK company expects collaboration to be for the long term and developmental.

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Request

A distributor of medical devices and pharmaceutical products is looking for a manufacturer of these products

Summary

An Israeli SME develops, produces, distributes and markets pharmaceuticals, special nutritional supplements and medical devices. The company offers its service to foreign manufacturers of similar products. Looking for license agreement & distribution services agreement.

Creation Date	18 November 2014
Last Update	22 January 2015
Expiration Date	22 January 2016
Reference	BRIL20140827001

Details

Description

An Israeli family-owned pharmaceutical manufacturer has got his experience in the pharmaceutical market of more than 50 years.

Their diverse line of products involves over 50 finished products, among them branded ethical drugs, branded OTC's (over-the-counter) and branded food supplements, medical devices and generics. Their product line covers a broad therapeutic spectrum: cardiovascular field, diabetes, gastrointestinal drugs, gynecology and women's health field, respiratory and CNS(Central nervous system) disorders.

Their products are market leaders in the therapeutic categories and have driven growth of the company every year.

The company gains a good, solid reputation of quality and reliability in the local market and key opinion leaders. It has good relationships with authorities and health organizations. It has solid contacts with supply chain management and logistics. The company is looking for license agreement & distribution services agreement.

Advantages and Innovations

The company has:

- a good, solid reputation of quality and reliability in the local market and key opinion leaders,
- good relationships with authorities and health organizations.
- solid contacts with supply chain management and logistics.

Technical Specification or Expertise Sought

There should be registered products, may consist of branded OTCs, branded ethicals, branded food supplements, generics and medical devices. They may be OTC drugs containing unique formulations/combinations with an added medical value (including natural or herbal ingredients). There may be broad therapeutic categories such as cardiovascular, gastroenterology,

gynecology and women's health, respiratory, diabetes and CNS disorders.
The products should maintain high quality production standards.

Stage of Development

Already on the market

Profile Origin

Private (in-house) research

Keywords

Technology

003004007	Pharmaceutics
006001016	Pharmaceutical Products / Drugs

Market

005003001	Disposable products
005003002	Pharmaceuticals/fine chemicals
005003006	Other medical/health related (not elsewhere classified)
005007004	Medical instruments

NACE

C.21.1.0	Manufacture of basic pharmaceutical products
Q.86.9.0	Other human health activities

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Dissemination

Send to Sector Group

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1946

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Israel

Partner Sought

Type and Role of Partner Sought

Type -

- pharmaceutical industry; medical devices manufacturing;

Field -

- manufacturer of pharmaceutical products / medical devices

Role -

To supply :

a) the product registration dossier and other relevant documents,

b) the product itself, ready-to-market.

Type of Partnership Considered

License agreement

Distribution services agreement

Business Request

UK wholesale company is looking for manufacturers of non-perishable food items

Summary

A UK wholesale and distribution company is looking for manufacturers of non-perishable food items for sale in Britain.

Creation Date	09 March 2015
Last Update	24 March 2015
Expiration Date	23 March 2016
Reference	BRUK20150309001

Details

Description

The UK company is a significant wholesaler and distributor of non-perishable food items nationwide. As an innovative company dedicated to supplying a wide range of products to their client base the UK company is interested in finding new suppliers of ambient and non-perishable foods.

Soft drinks, snacks, convenience foods, sweets, teas, cereals, confectionery, crisps, biscuits, fruits, nuts, popcorn and cakes will all be considered subject to commercial terms and conditions.

The UK company is interested in distributing food and drink products in the UK for European manufacturers and producers.

Advantages and Innovations

The UK company has been operating for over 20 years with a highly developed network of contacts and end-users in the non-perishable food sector.

The UK company is a national distribution company capable of servicing over 97% of their customers with their own fleet of company vehicles.

The UK company is focused on supplying an innovative range of snacks, soft drinks, confectionery, waters and sweets.

Technical Specification or Expertise Sought

The UK company is looking to import a range of non-perishable food items. Although the UK company is willing to consider new and innovative products suppliers should note that food and drink items with a short shelf life will not be considered.

The UK company does not offer packaging services, therefore all items delivered must be ready to sell in a fast-moving-consumer environment.

Keywords

Market

007003003	Soft drinks and bottling plants
007004010	Other consumer products
007006	Other Consumer Related (not elsewhere classified)

NACE

C.10.7.2	Manufacture of rusks and biscuits; manufacture of preserved pastry goods and cakes
C.10.8.2	Manufacture of cocoa, chocolate and sugar confectionery
C.10.8.3	Processing of tea and coffee
C.10.8.9	Manufacture of other food products n.e.c.
C.11.0.7	Manufacture of soft drinks; production of mineral waters and other bottled waters

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1992

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Manufacturers of ambient non-perishable foods looking for distribution and wholesale partners in the UK.

Type and Size of Partner Sought

SME 11-50, SME <10, 251-500, SME 51-250

Type of Partnership Considered

Distribution services agreement

Business Request

Unique kitesurf trips at the world champions' favourite spot in France

Summary

A French SME, school and distributor of kitesurf equipment, develops unique packaged kitesurf trips all year long in Languedoc Roussillon (South of France), where this sport was born. The company is looking for partnerships with tour operators specialized in sport or nature trips. Currently, the company offers one packaged trip but it's able to develop more offers according to the partner's needs, including with other water lightsports (stand up paddle, windsurf, kayak...).

Creation Date	08 October 2013
Last Update	02 March 2015
Expiration Date	01 March 2016
Reference	BRFR20131008001

Details

Description

All year long, the company offers a unique packaged kite trip in Languedoc Roussillon (French Mediterranean coast), the region where this sport was born and the practice area for world's champions.

The company is a well-known kitesurf school and advanced technology equipment distributor. It will lead participants with high professionalism.

Participants will get maximum quality with brand new equipment, experienced school and limited participants, security presence, comfort of accommodation and transport service.

The 3 to 5-days package includes accommodation in a 3* hotel, kitesurf training with equipment, and transport from/to hotel to the practice spot.

These packages trips are open to all-level practice.

Perfect for all the family: possibility of 1 day discovering practice (from 130€) and lots of activities onsite.

Ideal for off-season trips as it is the time for best weather conditions to practice kitesurf.

The company is looking for commercial agreement with tour operators to promote its offer.

Advantages and Innovations

The Languedoc-Roussillon region is the best place in Europe to practice kitesurf, with 70 dedicated spots and 220 km of coast.

The region hosts a structured sector of kitesurf professionals, from designers and manufacturers to schools and world champions.

It is a unique services offer as this company is the first one in the region to develop kitesurf trips with these professionals for people willing to discover kitesurf and for confirmed kitesurfers.

The company provides maximum quality with brand new equipment (last generation of technics and design), security, experienced schools and limited participants, comfort of accommodation and service.

Stage of Development

Already on the market

Keywords

Technology

011008 Sports and Leisure

Market

007001008 Other leisure and recreational products and services

007005003 Hotels and resorts

007005006 Travel agencies and services

NACE

G.47.6.4 Retail sale of sporting equipment in specialised stores

R.93.1.9 Other sports activities

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

Contact Person

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2007

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

French

Client Country

France

Partner Sought

Type and Role of Partner Sought

The company is looking for partners working in the tourism sector, namely tour operators, which can be specialized, or not, in the sport/nature trips.

The main task would be to promote the company's offer.

Type of Partnership Considered

Commercial agency agreement

Business Request

A UK timber supply company wants to source specific wood types from Europe

Summary

A UK timber supply company is seeking supplies of american white oak, white ash, pine laminate and small mouldings (pine and oak). The company already supply redwood but would be interested in an additional source of high quality redwood. An outsourcing agreement(s) is the aim of this business request

Creation Date 19 November 2014
Last Update 07 January 2015
Expiration Date 07 January 2016
Reference BRUK20141119001

Details

Description

This UK timber supply company was formed in 2011 and provides wood to timber merchants, joinery companies and furniture manufacturers in the UK and Ireland.

The company specialises in the supply of 'niche' products rather than commonly available wood products. They also provide a consultancy service to solve timber related problems in the construction sector.

The timber they require includes:

American White Oak in lengths between 3.9m and 5m.

White Ash (finger jointed) - for the manufacture of sports equipment.

Pine Laminate - with one face clear.

Small mouldings of pine or oak - e.g slips, dowels, dado rails, angle beads.

High quality Redwood.

The attached pictures may be helpful.

An outsourcing agreement(s) would be best for this company as they need flexibility to procure product from the best source both now and in the future.

Technical Specification or Expertise Sought

American White Oak must be certified to PEFC (Programme for the Endorsement of Forest Certification) and FSC (Forest Stewardship Council).

Any Redwood offered must have a moisture content of 16% (+/-2%).

Stage of Development

Already on the market

Comment Regarding IPR status

IPR matters will be discussed at an initial meeting and incorporated into any agreement if appropriate.

Keywords

Technology

002007002 Building materials

Market

008001015 Other speciality materials
009007004 Distribution of building products and systems

NACE

G.46.7.3 Wholesale of wood, construction materials and sanitary equipment

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Materials

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

other

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

A potential industrial partner should be well established and familiar with all aspects of wood supply - especially specialist timber products.

They should accommodate an initial meeting at their premises to discuss a potential outsourcing agreement and to enable assessment of their products and view endorsements from existing clients.

Type and Size of Partner Sought

SME 11-50, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Services agreement

Business Request

A UK company is looking for a chemical manufacturer to produce their product

Summary

A UK company has developed a revolutionary system for surface disinfection. It is looking for chemical manufacturing companies who have the ability to mix powders and pack their product. The product is packed into individual sachets where the packaging and product dissolves when put into warm water.

Creation Date	31 October 2014
Last Update	13 November 2014
Expiration Date	03 February 2016
Reference	BRUK20141007003

Details

Description

This UK company is looking for a chemical manufacturer who has the ability to mix bulk powders and produce portion controlled sachets. The sachets will be soluble in warm water. The manufacturer will need to be equipped with a suitable machine to manage the packaging operation on site.

The manufacturer will need to be able to mix powders thoroughly, as this is critical to the manufacturing process.

Advantages and Innovations

The ability to take in bulk powders, to mix them, fill the sachets and then pack them in tubs in a continuous process would be advantageous. Having a continuous process would be an improvement over the current batch system, as it would improve product consistency.

This is a new product to the market, currently the volumes are low, but they are expected to increase over the medium term.

None of the components, nor the resulting product are hazardous, but it would be expected that the manufacturer has a suitable hazard control system.

The products are ultimately aimed at the health care market, so the entire manufacturing site needs to be suitably clean.

Technical Specification or Expertise Sought

The manufacturing company should already be producing high quality chemicals. It will need to have the capacity to thoroughly mix powders, to pack them in a soluble packaging and then to pack into plastic tubs.

The products are aimed at the healthcare market, so it would be expected that the manufacturer have clean and uncontaminated facilities, with procedures to handle chemical spills.

Keywords

Market

005003001 Disposable products

NACE

Q.86.1.0 Hospital activities

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Dissemination

Send to Sector Group

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2012

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The manufacturer should be an industrial chemical supplier, with the ability to mix and pack powders brought in from bulk.

There needs to be a packing line, which can use soluble packaging materials.

Type and Size of Partner Sought

SME 11-50, SME <10,251-500, SME 51-250

Type of Partnership Considered

Manufacturing agreement

Business Request

UK marketing company is looking for a technical IT partner who could provide programming services for their websites

Summary

A UK multi-disciplinary design agency works for clients of all shapes and sizes, across a wide range of sectors. Whether it's graphic or web design, branding, promotions or exhibitions, photography, printing or copy writing, they provide a total marketing support package. They wish to sub contract out to an IT specialist firm, their back office web coding.

Creation Date	18 September 2014
Last Update	07 November 2014
Expiration Date	03 February 2016
Reference	BRUK20140918002

Details

Description

This well established UK marketing and branding business has very strong creative and design skills along with a solid high quality customer base.

The company has its own photographic studios and and in-house design team, both of which provide high quality products. They have supplied websites to customers, but realise that keeping up to date with the various skills required is not their strength.

The UK has a current shortage of specialist programmers, which is making recruitment very difficult and straining their ability to provide value.

By working with a non UK subcontractor, they believe that they can reduce cost, offer improved websites and ultimately grow their business.

Advantages and Innovations

As a high quality marketing company this UK business can gain work in a growing UK economy. To succeed as a marketing agency it is increasingly important to have the highest quality and most innovative website systems, written in the latest languages.

By working as a sub contractor a partner will be able to benefit from the growth in the UK market place, and piggy back on the success of this UK company.

Technical Specification or Expertise Sought

A subcontractor who will code their websites and offer website programming services, and offer back office IT services.

Keywords

Market

002002003 Graphics software

NACE

J.62.0.1 Computer programming activities

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1988

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

This UK company is looking for a subcontractor who will code their websites and offer website programming services, and offer back office IT services.

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The partner needs to be very technically competent with all website languages. They need to be able to offer innovative web based solutions for the UK company to promote.
Their business legal status needs to be the equivalent of a UK limited company and have a solid trading history.

Type of Partnership Considered

Subcontracting

Business Request

Romanian dental and medical products distributor looks for manufacturers

Summary

Distributor and retailer of dental and medical products from Romania is looking for manufacturers of dental and medical products.

Creation Date 30 December 2014
Last Update 24 March 2015
Expiration Date 23 March 2016
Reference BRRO20141230004

Details

Description

The Romanian company is a wholesaler and retailer of dental and medical products with over 20 years professional experience. It is situated in the central area of hospitals and clinics in a big city with international airport. The company is offering to distribute medical products, dental products, dental materials, consumables, accessories and disinfectants, also innovative products. Manufacturers of these products are expected to express their interest.

Technical Specification or Expertise Sought

Suitable products considered are dental and medical products like: materials, consumables, surgical suture material, bio-hybrid implant, dental and medical instruments, single use medical procedure packs, medical equipment and accessories.

Keywords

Market

005002002	Surgical instrumentation and equipment
005003001	Disposable products
005003002	Pharmaceuticals/fine chemicals
005007003	Surgical instrumentation and equipment
005007004	Medical instruments

NACE

G.46.4.6	Wholesale of pharmaceutical goods
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Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

1993

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

Romanian
English
Hungarian

Client Country

Romania

Partner Sought

Type and Role of Partner Sought

Potential partners are dental and medical products manufacturers interested to collaborate with a distributor on the Romanian market reaching dental cabinets, hospitals and clinics.

Type of Partnership Considered

Distribution services agreement

Business Request

A UK company seeks a commercial agency or distribution agreement for audiology equipment.

Summary

A UK company is expanding its large scale domiciliary eye care business into the audiology sector and consequently seeks to become an agent or distributor for various types of audiology equipment.

Creation Date	06 March 2015
Last Update	23 March 2015
Expiration Date	22 March 2016
Reference	BRUK20150303001

Details

Description

This UK company has provided specialised domiciliary eye care (spectacles) since 1999. Their fully trained optometrists visit people in care homes, hospitals or private homes who are unable to travel for eye care.

The company currently looks after 10,000 patients and is continually upgrading its facilities and equipment to ensure compliance with the latest regulations.

Recently the company decided to extend its activities to offer hearing care to existing and new patients. They have identified this area as a business opportunity to expand their business. This aspect of its business is now underway.

The company recognises that many different types of audiology devices and software programmes are available on the market. They seek to acquire an agency or distribution agreement(s) for high quality audiology instruments and software.

Their area of interest includes diagnostic hardware and associated supplies, audiometric devices, hearing aids and audiology software.

Advantages and Innovations

The company currently have 10,000 clients who could potentially benefit from a hearing care service.

The company are well established and recognised as providing a quality service to clients in a domicilliary environment.

Technical Specification or Expertise Sought

Any equipment offered must comply with EU regulations concerning safety and quality.

Equipment which is particularly suited to domiciliary use would be very welcome.

Stage of Development

Already on the market

Comments Regarding Stage of Development

Any devices or software offered must be readily available and products at a development stage are not currently of interest.

Comment Regarding IPR status

IPR issues will be discussed at an initial meeting.

Keywords

Technology

006001006	Diagnostics, Diagnosis
006001010	Gerontology and Geriatrics
006001017	Physiology
009001001	Acoustic Technology related to measurements
009003	Electronic measurement systems

Market

005001001	Diagnostic services
005007001	Electromedical and medical equipment
005007005	Diagnostic equipment

NACE

Q.86.2.2	Specialist medical practice activities
Q.87.3.0	Residential care activities for the elderly and disabled

Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1999

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No.

Certification Standards

other

Languages Spoken

English
French
Spanish

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

A potential partner should have a well established business specialising in audiology equipment.

An initial meeting should be accommodated to discuss the detail of the proposed agency/distribution agreement and to see demonstrations of relevant apparatus or software.

Positive endorsements from existing users or patients would be appreciated.

Compliance with required regulations should be confirmed with the relevant documentation.

Type and Size of Partner Sought

SME 11-50, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Request

Swedish consumer product company is looking for manufacturer of wheels for baby strollers

Summary

A Swedish consumer product company is looking for an experienced manufacturer and/or wholesaler of wheels for baby strollers, either rubber- or foam filled wheels, 150 mm diameter.

Creation Date	23 December 2014
Last Update	25 March 2015
Expiration Date	24 March 2016
Reference	BRSE20141222001

Details

Description

The company is a Swedish consumer product company looking for manufacturer and/or wholesaler of wheels for baby strollers, either rubber- or foam filled wheels, 150 mm diameter.

The Swedish company is looking for manufacturers who are experienced in production of wheels for baby strollers and have experience of production for the child sector.

Initially the Swedish company wants to produce/buy 8,000 wheels (2,000 strollers with 4 wheels each). Production should be able to be scaled up to 80,000 pieces (20,000 strollers with 4 wheels each).

Knowledge and expertise in plastic injection is requested. The wheel will have a plastic (probably PP) wheel cap, which could be solved by adding the cap on an existing wheel. The two back wheels should be able to be locked with a simple and easy construction.

Advantages and Innovations

The Swedish client has a wide experience in consumer product production worldwide and has got a well-established client base such as IKEA. With their coming new type of baby stroller, they aim to revolutionize the market and aim to target both existing customers but also include a new segment.

Technical Specification or Expertise Sought

The Swedish company is looking for manufacturers and/or wholesalers who are experienced in production of products for the child sector and baby strollers.

Stage of Development

Prototype available for demonstration

IPR Status

Patent(s) applied for but not yet granted

Keywords

Market

007004001	Clothing, shoes and accessories (including jewellery)
007004003	Home furnishing and housewares
007004010	Other consumer products
008005	Other Industrial Products (not elsewhere classified)

NACE

C.31.0.9	Manufacture of other furniture
R.90.0.3	Artistic creation

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Dissemination

Send to Sector Group

Women entrepreneurship

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2008

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

The Swedish company has got a well-founded experience in diverse industrial design production areas such as consumer cosmetics, lighting, consumer electronics and household wares such as cutlery, glasses and plates. Furthermore, the Swedish company has got a wide material knowledge; metal, plastic, wood, textile, paper and glass. The company also has a well-established production knowledge and is used to diverse production methods.

Languages Spoken

English
Swedish
German
Danish

Client Country

Sweden

Partner Sought

Type and Role of Partner Sought

The company is a Swedish consumer product company looking for manufacturer and/or wholesaler of wheels for baby strollers, either rubber- or foam filled wheels, 150 mm diameter.

The Swedish company is looking for manufacturers who are experienced in production of wheels for baby strollers and the child product segment.

The wheels will be assembled to a chassis body. The assembly, chassis, seat and wheels, will have to meet the requirements of the EU standard specified in EN1888.

Initially the Swedish company wants to produce/buy 8,000 wheels. Production should be able to be scaled up to 80,000 pieces.

Knowledge and expertise around plastic injection is requested. The wheel will have a plastic wheel cap, which could be solved by adding the cap on an existing wheel.

Type and Size of Partner Sought

SME 11-50, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Manufacturing agreement

Business Request

UK based retailer seeks a manufacturer of branded espadrille type shoes for manufacturing agreements in Spain, Turkey, Portugal, China and India

Summary

A UK based company is seeking a manufacturer of a branded unisex espadrille type shoe with a cotton canvas upper and a natural rubber sole. The requirement is for shoes in EU sizes 20 to 46 in a range of colour combinations. The company is seeking a manufacturing agreement with manufacturers in Spain, Turkey, Portugal, China and India.

Creation Date	09 March 2015
Last Update	23 March 2015
Expiration Date	22 March 2016
Reference	BRUK20150309002

Details

Description

A UK retailer established in 2013, selling footwear through the internet, music festivals and pop-up shops.

The company is seeking a manufacturing agreement for the manufacture of branded unisex espadrille type shoes with a cotton canvas upper and a natural rubber sole. The requirement is for shoes in EU sizes 20 to 46 in a range of 10 upper colour combinations and two sole colours.

The natural rubber sole is to be impregnated with a strawberry fragrance.

The shoes have a brand logo label attached to the heel of the shoe which would be sourced by the manufacturer on receipt of specifications from the trade mark holder.

Advantages and Innovations

The natural rubber sole is impregnated with a strawberry fragrance.

Technical Specification or Expertise Sought

An existing footwear manufacturer who can produce espadrille type shoes with a cotton canvas upper in 10 upper colour combinations, a natural rubber sole in two colour combinations, impregnated with a strawberry fragrance. The manufacturer would also need to source a branded logo label to the trade mark holder's specification to be attached to the heel of each shoe.

Stage of Development

Already on the market

IPR Status

Trade Marks

Comment Regarding IPR status

Trade mark registered

Keywords

Market

007002002 Clothing and shoe stores

NACE

G.47.8.2 Retail sale via stalls and markets of textiles, clothing and footwear

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

Contact Person

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Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2013

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

An existing SME currently experienced in manufacturing footwear for a manufacturing agreement who has the ability to source a branded logo label for attachment to the heel of each shoe.

Type and Size of Partner Sought

SME 11-50, SME <10, SME 51-250

Type of Partnership Considered

Manufacturing agreement

Business Request

UK-based supplier of energy efficiency technology seek innovative products from overseas manufacturers

Summary

This UK company has over ten years' experience in the renewable energy sector, supplying business and organisations with energy efficient and renewable products including solar thermal, solar photovoltaic, lighting and electric heating. The firm offers its services as a distributor for new and innovative products from overseas manufacturers looking to widen their network into an established and significant new market. It is also open to the idea of a joint venture to develop new products.

Creation Date	30 January 2015
Last Update	09 March 2015
Expiration Date	08 March 2016
Reference	BRUK20150130001

Details

Description

Over the last three years this company has supplied energy efficiency technology to the UK and Ireland and for a variety of SME (small & medium sized enterprises), public and private sector organisations. The wide range of products they supply includes:

- Solar thermodynamic systems.
- Solar thermal panels.
- Infrared heaters.
- LED (light emitting diode) lighting.

Customers of this company include organisations as diverse as local authorities, hotel chains, haulage companies and breweries.

They work directly with the manufacturer to ensure quality and offer the option of manufacturing bespoke products for unique solutions as and when required. The aim is to provide customers with the best price versus quality balance possible and most importantly a sustainable and practical energy efficient solution.

The firm is keen to expand the range of solutions it can offer to its clients and therefore wishes to offer its services as a distributor to manufacturers of innovative products. It would also consider the idea of a joint venture.

Advantages and Innovations

- This company has built a solid reputation for providing innovative energy efficient products to a wide variety of industries and sectors.
- They offer bespoke solutions to companies with a large variety of energy efficient products and services.
- Reputation for supplying some of the most innovative and contemporary products to the market.
- Their business is built on knowledge, training and aftercare of the products for each of their customers.
- They are synonymous with providing customers with a quality versus value balance.

Technical Specification or Expertise Sought

Innovative energy efficient and renewable products sought from forward thinking manufacturers

Stage of Development

Already on the market

Keywords

Technology

004005005	Photovoltaics
004005006	Solar/Thermal energy
004006007	Lighting, illumination
004006008	Energy management
004008	Energy efficiency

Market

006005012	Solar/thermal energy
006005014	Photovoltaics

NACE

M.74.9.0	Other professional, scientific and technical activities n.e.c.
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Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Dissemination

Send to Sector Group

Environment

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2012

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Portuguese

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Organisations wishing to use this UK company as a distributor of their energy efficiency technology could be manufacturers of innovative solar thermal, solar photovoltaic, lighting or electric heating products. This company seeks a quality product and responsive support and in return will offer the product to a large and established client base and market.

Type and Size of Partner Sought

SME 11-50, SME <10, 251-500, SME 51-250

Type of Partnership Considered

Distribution services agreement

Joint venture agreement

Business Request

Portuguese company specialized in the production and commercialization of fish and seafood products (fresh and frozen), is looking for new suppliers of these products

Summary

Portuguese company specialized in the production and commercialization of fish and seafood products (fresh and frozen), is looking for new suppliers of these products (eg. fish, molluscs and shrimps), in order to increase the variety of their offer.

Creation Date	06 January 2014
Last Update	13 February 2015
Expiration Date	29 July 2015
Reference	BRPT20140106001

Details

Description

Portuguese company, located in Madeira Island, is the main distributor of fish in the region and is specialized in the production and commercialization of fish and seafood products, fresh and frozen. In 1996 it was the first company in Portugal which was offering black scabbard fish fillets, which is a very rich fish, consumed for Madeira Island residents, tourists and countries with Madeira emigrants. In 2004, they get an oceanic fish farm / aquaculture, producing 800 tons of gilthead sea bream per year.

The company is looking for new suppliers of these products (eg. fish, molluscs and shrimps), in order to increase the variety of their offer.

Advantages and Innovations

The company can offer the possibility of entering in the portuguese market through a highly and one of the unique specialized companies in the Region (Madeira Island).

Technical Specification or Expertise Sought

Experience in the seafood industry and its commercialization

- Confidence and honesty in the negotiations.
- Know-how in export and import procedures.

Stage of Development

Already on the market

Keywords

Technology

007003002 Fish / Fisheries / Fishing Technology

Market

009005 Agriculture, Forestry, Fishing, Animal Husbandry and Related Products

NACE

A.03.1.2 Freshwater fishing
A.03.2.2 Freshwater aquaculture
C.10.2.0 Processing and preserving of fish, crustaceans and molluscs
G.47.2.3 Retail sale of fish, crustaceans and molluscs in specialised stores

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

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Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1996

Turnover

20 - 50M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Portuguese
Spanish

Client Country

Portugal

Partner Sought

Type and Role of Partner Sought

This ENN client is looking for a company with experience in the industry of fish and seafood, able to provide products with quality, ensuring compliance with the HACCP principles.

Type and Size of Partner Sought

SME 11-50, SME <10, SME 51-250

Type of Partnership Considered

Services agreement
Distribution services agreement

Business Request

Italian company, specialized in distribution of electric, electronic and electromechanical components, is seeking firms interested in entering the Italian market

Summary

The Italian company, an agent, specialized in the electrical, electromechanical and electronic component trading is looking for manufacturing companies to distribute their products in Italy.

Creation Date	17 November 2014
Last Update	09 January 2015
Expiration Date	09 January 2016
Reference	BRIT20141117001

Details

Description

The company was founded in 1999 and it is located in a good logistic position of Naples; it has been able to exploit more than 20 years of a former company's experience in the distribution of electric, electronic and electromechanical components.

The company commercialises a wide and selected range of products, including obsolete and/or unavailable parts, from leading suppliers.

The firm is an agent for the provision of electrical cables for the automotive market and industrial vehicles serving the biggest European wire-harness companies.

The main products distributed by the company are:

- Electric cables
- Solder assembly materials
- Machinery
- Relays and switches
- Connectors
- Various components
- Various machinery for wire-harness

The characteristic of this enterprise is that it is agent and distributor for many important specialized companies working especially in field of transport, automotive, railroad and military.

Today, the company's market is based on companies that supply mostly for transport, automotive, railroad and military sectors.

The company has enough experience on abroad market, indeed it has worked with USA companies for many years; during the years it has participated in several fairs especially in automotive sector.

The firm offers its agency services and is looking for manufacturing companies of electric,

electronic and electromechanical components interested in entering into Italian market.

Advantages and Innovations

The company can offer its great experience in electronic field and its capacity to adapt at increasingly diversified market.

The firm's website, translated in 5 different languages (Italian, English, German, Spanish and Romanian), has been fully empowered; it allows fast and efficient deliveries at the lowest possible price, and facilitates a careful supervision of packaging, shipping and custom formalities.

The company has already had experience in abroad market, in fact the 40% of its turnover comes from European market and another 10% from USA.

Technical Specification or Expertise Sought

Manufacturing companies of electric, electronic and electromechanical components.

Keywords

Market

003001009 Other electronics related (including keyboards)

NACE

C.27.9.0 Manufacture of other electrical equipment

Network Contact

Issuing Partner

ASOCIATIA CENTRUL DE DEZVOLTARE ARAD

Contact Person

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Dissemination

Restrict Dissemination to Specific Countries

Bulgaria, CzechRepublic, Estonia, Finland, Germany, Hungary,
Lithuania, Norway, Poland, Romania, Slovakia, Slovenia, Sweden,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

1999

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Hebrew

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

The company is looking for reliable foreign companies, leaders in electronic field, in order to offer its agency and distributor services.

Type and Size of Partner Sought

SME 11-50, SME <10

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Request

A UK company offers agency or distribution agreements for security or related equipment which can be remotely controlled using a mobile phone app.

Summary

The UK company currently installs conventional security equipment, including fire related devices, in large commercial buildings, such as factories and supermarkets. Prompted by customer and industry discussions, they would be interested in agency or distribution agreements with partners supplying such equipment where control can be exercised remotely using a mobile phone app. A system that would be suitable for retro-fitting to existing devices would also be of interest.

Creation Date 09 March 2015
Last Update 26 March 2015
Expiration Date 25 March 2016
Reference BRUK20150303003

Details

Description

The UK company, which has been trading for 6 years, currently has over 800 customers in the industrial, commercial and domestic sectors. Following initial surveys and detailed planning they install propriety security and fire alarm equipment in large buildings (e.g. supermarkets), government premises and, to a lesser extent, private accommodation.

They see a growing opportunity to supply remotely controlled security related equipment to other installers in addition to using the equipment themselves. However the control must be through a mobile phone app and not require a separate handset, as often used at present.

The app should give multi-faceted control - e.g. for lighting systems, cameras, heating, gates, alarm systems, etc. from a single mobile phone.

A system that would be suitable for retro-fitting to existing devices would also be of interest. A commercial agency or distribution agreement is envisaged covering the UK and Ireland.

Technical Specification or Expertise Sought

Ideally the offered solution would have apps available for ios, Windows and Android phones - but this requirement could possibly be developed for future versions if all three operating systems are not available initially.

Equipment should comply fully with EU safety and quality standards.

Potential partners should have accreditation relevant to their national or European security sector.

Stage of Development

Already on the market

Comment Regarding IPR status

Any IPR issues would be discussed at an initial meeting between the potential partners.

Keywords

Technology

001005001	Audiovisual Equipment and Communication
001005005	Network Technology, Network Security
001006002	Electronic engineering
001006004	High Frequency Technology, Microwaves

Market

003008004	Other electronics related (including alarm systems)
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NACE

J.61.9.0	Other telecommunications activities
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Network Contact

Issuing Partner

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Dissemination

Send to Sector Group

ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2009

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

other

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The partner company should be in a position to supply the required equipment in accordance with an agreed commercial agency contract or distribution arrangement.

An initial meeting should be accommodated to discuss the proposed agreement, demonstrate the device(s) offered and view accreditation and certification documents.

Endorsements from existing users would be welcome.

Type and Size of Partner Sought

SME 11-50, SME <10, >500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Request

Manufacturing group in India is looking for joint venture/manufacturing agreement for High-tech defence equipments and consumables

Summary

A leading manufacturing group in India manufacturing Welding Electrode Production Line, Welding Electrodes, Steel Plant and also deals in variety of commodities, specialized goods and services. The Indian company looks for technical cooperation or commercial agreement with technical assistance with partners in manufacturing High-tech defence equipments in India.

Creation Date 05 November 2014
Last Update 05 February 2015
Expiration Date 05 February 2016
Reference BRIN20141105001

Details

Description

A leading Indian Organization dealing in a variety of commodities, specialized goods and services. The company is engaged in the export of Steel Plants, Engineering products, infrastructure projects etc. and has executed a large number of turnkey projects in various countries. Since its inception company has developed itself into a strong and reliable supply base for a variety of high precision products matching international standards.

Managed by engineers with experience in numerous technological disciplines and supported by highly qualified, experienced and eminent experts in various fields, company provides the best of services to the manufacturer as well as to the buyer. Its broad based services include marketing, liaison and coordination, negotiation, product development, flexible sourcing, techno-economic feasibility studies, contracting, financing, quality control, packaging, warehousing, shipment and after sales service. In turn key projects, company generally acts as the consortium leader or the prime contractor right from concept to completion stage thereby, insulating the clients from day to day problems and complexities of multiple contracting.

This company is a three decade old group company specializing in establishing infrastructure projects on turnkey basis all over the world. They also deals in import/ export of equipments and commodities. They have established projects in Africa, Gulf, South America.

The Company is managed by highly qualified experienced, foreign qualified and eminent engineers. The core team (projects & system group) have vast experience in handling different projects and to their credit have handled 200 projects including some of international scale & prestige.

The Indian company is interested to have a technical cooperation/assistance with partners in manufacturing High-tech defence equipment's/consumables.

Advantages and Innovations

Have required setup and experience to handle International Operations from India.

40 year old manufacturing group in India ; Manufacturing Welding Electrode production Line, Steel Plant - EPC.

SCM from India and has experience for more than 20 years.

Technical Specification or Expertise Sought

Technical assistance in manufacturing defence equipments and consumables.

Stage of Development

Already on the market

Profile Origin

Private (in-house) research

Keywords

Technology

002002008 Jointing (soldering, welding, sticking)

Market

009004008 Other manufacturing (not elsewhere classified)

NACE

C.32.9.9 Other manufacturing n.e.c.

Network Contact

Issuing Partner

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Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1991

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

India, Republic of

Partner Sought

Type and Role of Partner Sought

The sought partners are companies who have expertise in manufacturing defence equipments and consumables.

Role of Partner : To provide technical know-how in manufacturing of defence equipment and consumables.

Type and Size of Partner Sought

SME 11-50

Type of Partnership Considered

Manufacturing agreement
Distribution services agreement