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**Profili BUSINESS OFFER**

Codice	Paese	Titolo	Descrizione	Tipo di partnership	Leggi il profilo
BOLT20190426001	Lituania	Lithuanian <b>vessels construction</b> company seeks <b>subcontracting partners</b> .	A <b>Lithuanian</b> company that carries out projects of <b>vessel interior installation, refits turnkey projects and HVAC</b> (heating, ventilation and air conditioning) installation is looking for partners to expand their business abroad and to work under <b>subcontracting agreements</b> .	The company seeks a customer for <b>contracting services in construction and ship building</b> sectors. The company is offering their services to be a contractor with interested company and to obtain some of the obligations of the project and to work under <b>subcontracting</b> .	<a href="#">Public link</a>
BOPL20200512007	Polonia	A Polish SME active in the <b>geographic information system (GIS)</b> services is looking for <b>commercial agency or subcontracting agreements</b> .	The SME is focused on design, building, implementing, filling in with data, maintaining, and developing of <b>information systems supporting managing of resources and information that have spatial references</b> . The SME has developed solutions based on <b>global technological standards</b> , both <b>commercial and open source</b> . Preferred way of cooperation is <b>commercial agency or subcontracting agreement</b> .	Looking for <b>long-term partnership to diversify and grow the business</b> . The private sector, such as <b>transport network operators, telecommunications operators, transport companies, mining plants or industrial companies</b> , shall be interested in the company's experience and offered products. Ideally, they will be engaging in long-lasting relationships as a <b>subcontractor</b> through signing a services agreement. <b>Commercial agency agreement</b> is also possible.	<a href="#">Public link</a>

BOES20200511001	Spagna	A Spanish <b>SaaS-based human resources tech start-up</b> specialized in the <b>employee experience</b> field to help people do their jobs better and be happier at work is seeking partners under a <b>commercial agreement</b>	The <b>Spanish technological start-up</b> in the field of <b>human resources</b> offers a <b>multi-device cost-saving plug-and-play software as a service (saas) platform</b> to build onboarding programs. It is based on a culture of <b>ongoing learning and personalized experiences</b> designed to engage employees along their journeys. The goal is to provide <b>ongoing microlearning and constant communication between company-employee</b> . The type of partnerships envisaged are <b>commercial, financial and license agreements</b> .	The company offers its solution to <b>companies of any kind of sector</b> in need of an <b>onboarding system</b> for their <b>hiring and training processes</b> under a <b>subscription fee</b> in the framework of a <b>license agreement</b> . In addition, they are also looking for partners into the <b>human resources, learning &amp; development and internal communications consulting field</b> which could help them expand their business and enter new markets under a <b>commercial agreement</b> with an agreed fee. Finally, they would like to partner with <b>investors</b> willing to join their project under a <b>financial agreement</b> .	<a href="#">Public link</a>
BOSG20200504001	Singapore	Singapore <b>drinkable water solutions provider</b> seeking European partners via <b>distribution service agreement</b>	The Singapore company, which was established in 1998, started as a <b>distributor for bottled water</b> . Since then, the company evolved into a <b>provider for water products and solutions</b> . Due to expansion, the company is seeking <b>European partners via a distribution service agreement</b> .	The Singapore company is looking for <b>European partners that are in the water products industry</b> . The company is looking for European <b>distribution partners</b> that are currently distributing <b>water products such as water dispensers</b> in Europe. The partnership is achieved via <b>distribution service agreement</b> .	<a href="#">Public link</a>

## Profili BUSINESS REQUEST

Codice	Paese	Titolo	Descrizione	Tipo di partnership	Leggi il profilo
BRGR20200525001	Grecia	A Greek <b>private investment</b> partnership specializing in growth or restructuring investments is <b>offering funding for innovative industrial SMEs</b>	A Greek <b>private investment</b> partnership specialised in <b>mergers and acquisitions</b> is <b>offering finance to invest in industrial companies</b> . Companies within the sectors of <b>tourism, energy, agro-food and manufacturing</b> with a solid business plan and high growth rate are sought. The types of desired collaboration are <b>financial agreement and/or joint venture agreement</b> .	The ideal partner should be an <b>industrial SME company</b> active in the <b>fields of agro-food, manufacturing, tourism or energy sectors</b> with well define business and growth plans, however lacking the necessary resources and private capital to execute their plans. The partners should have <b>proven product concept generating revenues higher than 500.000€, entering expansion phase</b> . <b>Also, mature companies seeking new market entry</b> to expand are sought. The types of desired collaboration are <b>financial agreement and/or joint venture agreement</b> .	<a href="#">Public link</a>

BRDK20200219001	Danimarca	Danish <b>supply agencies</b> seeks <b>innovative and high-quality supplier of roofing shingles</b>	A <b>Danish company</b> operating as <b>local sales representative / sales platform for international suppliers</b> addressing the <b>building and construction industry</b> is looking for <b>new suppliers of high quality and CE-marked roofing felt / composite shingles for building and construction</b> . The company offers access to the Danish and possibly also Scandinavian markets through a solid network of contractors as well as key resellers in the market(s), via a <b>supplier agreement</b> .	The company is looking for a <b>European-based manufacturer of roofing felt / composite shingle roofing for family houses, apartments, commercial buildings etc.</b> All products must be <b>CE-marked</b> and satisfy <b>Danish Standards (DS)</b> . An ideal partner would be able to <b>provide stock from Denmark available for quick delivery</b> .	<a href="#">Public link</a>
BRDE20200608001	Germania	German wholesaler for <b>catering supplies</b> is <b>looking for suppliers of disposable nitrile gloves</b> for a <b>distribution services agreement</b>	A <b>German SME</b> , which sells <b>restaurant and catering articles</b> is looking for a <b>supplier of nitrile gloves in black or white</b> . Such gloves must be suitable for all food products.	The partner sought for a <b>long-term distribution services agreement</b> can either be a <b>manufacturer of the gloves</b> themselves or a <b>middleman</b> . He is expected to reliably supply <b>nitrile gloves</b> in the required quality. It is important for the German company that the cooperation is based on <b>European law</b> .	<a href="#">Public link</a>

BRLT20200527001	Lituania	<p>A Lithuanian <b>coffee roasting and trading company</b> is offering <b>distribution services to coffee preparation &amp; serving equipment, gourmet food products suppliers</b></p>	<p>The company's product range includes specialty coffee from all around the world. The company can also take responsibility for <b>creating a brand identity, a concept and communication style, production realization, packaging solutions</b>. The company can <b>offer coffee processing solutions</b> according to the client's needs and budget. The company owns a shop of <b>coffee and coffee-related products and a gourmet food shop</b> at this moment and it is looking for the possibilities to expand the business more. It would like to widen its product portfolio with <b>coffee making and serving equipment</b>. The company is also looking for <b>high-quality green coffee beans and packed tea suppliers</b>. Also, the company is looking for <b>premium gourmet food producers/suppliers</b> which will help to fill the gourmet shop with special products.</p>	<p>The company is looking for foreign experienced partners (<b>producers, suppliers</b>) of <b>high-quality coffee making and serving equipment</b>. The company also is looking for suppliers of unique <b>tea brands and premium gourmet products</b>. It is always interested in <b>high-quality green coffee beans</b> at a competitive price. The company is offering to partners to work under the <b>distribution services agreement</b>. <b>Long-term cooperation</b> is preferable.</p>	<p><a href="#">Public link</a></p>
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BRBE20190516001	Belgio	European <b>CRM player</b> focused on <b>medium sized businesses</b> looks to extend its growth by <b>acquiring businesses in the same field</b>	The <b>Belgian company</b> founded in 2005 is specialized in the development of extendable <b>Customer Relationship Management (CRM) platforms</b> . It has branches in various countries in Europe. It developed a CRM platform that <b>organizes, automates and synchronizes rules, marketing, sales and customer service</b> . The company is <b>looking for CRM companies</b> that are willing to integrate a fast growing international group. They are interested in an <b>acquisition agreement</b> .	The potential partner has to be a <b>company active in the customer relationship management</b> . The ideal partner works with an "aging" product that needs a new product to work with and/or a complementary product. The company could then join the group to build an European leader. The partner would be looking for <b>investments</b> and would be interested to <b>transfer shares</b> to the company. The partner could become part of a growing international medium sized company and integrate a new CRM product in his product and services.	<a href="#">Public link</a>
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**Profili TECHNOLOGY OFFER**

Codice	Paese	Titolo	Descrizione	Tipo di partnership	Leggi il profilo
TOHR20190301001	Croazia	<b>Multicamera tracking and high resolution 3D stereo vision</b>	A <b>Croatian company</b> has developed an innovative method of <b>tracking objects in 3D multi-camera environment</b> . The method includes a <b>panoramic camera, PTZ (Pan Tilt Zoom) full body camera, auto zoom and auto-tracking of people over a wide area</b> . They also feature <b>high-resolution 3D stereo images</b> . The 3D position is marked for each pixel in the stereo image for easy, automated and fast 3D mapping. Looking to sign a <b>joint venture, technical cooperation or commercial agreement with technical assistance</b> .	The company is searching for partners that can <b>implement the technology in products and/or enhance the practical use of the technology</b> . The target partners would be operating in sectors such as: <b>video surveillance, 3D mapping, automatic fire detection systems, automotive, warehouse automatization or entertainment technology</b> . The potential partners could develop the products through a <b>technical cooperation agreement or commercial agreement with technical assistance</b> and it is possible to provide exclusivity in some application area. They are also open to <b>investors</b> for further develop of technology and its applications.	<a href="#">Public link</a>

TOAT20190529001	Austria	Trusted, system independent <b>IoT data sharing solution</b>	An <b>Austrian start-up</b> developed a <b>system-independent, peer-to-peer data sharing solution for IoT data</b> with the capability of data verification across systems. The solution allows the receiving company to verify the <b>data integrity</b> even though confidential data of the dataset are not sent. By that a trusted cooperation between companies and the establishment of new business models is enabled.	<b>The company is looking for commercial, license, technical and research agreements.</b> - <b>Commercial agreement with technical assistance</b> - <b>License agreement</b> - <b>Research cooperation agreement</b> - <b>Technical cooperation agreement</b>	<a href="#">Public link</a>
TODE20200114001	Germania	Disruptive technology for the <b>simultaneous measurement of sheet resistance and Hall resistance - distribution and licence partners are sought</b>	A <b>German research institute</b> conducts research in the areas of <b>energy, health and matter</b> . A project output is a newly developed dimension of <b>resistance measurement</b> . The device is able to automate the measurement of a full set of electrical parameters for a comprehensive electrical sample characterization in the field of <b>thin film characterization, wafer and device testing, and materials research</b> . Partners are sought for a <b>commercial agreement with technical assistance or a licence agreement</b> .	<b>Commercial agreement with technical assistance:</b> <b>Type:</b> SME, MNE, R&D <b>Activity:</b> Industry <b>Role:</b> To find clients, respective early adopters / users coming from industry (semiconductors, electronic devices, thin films) and academia (materials research, magnetism, flexible electronics, etc.). Development of a distribution strategy. <b>License agreement:</b> <b>Type:</b> SME, MNE, R&D <b>Activity:</b> Industry <b>Role:</b> A company that wishes to use the developed device as a licensee to commercialize the technology at an international level.	<a href="#">Public link</a>

TOES20200521001	Spagna	<p><b>Innovative grid computing solution</b> that allows savings on mainframe, running process in open systems without changes in legacy applications.</p>	<p>A <b>Spanish company</b>, specialized in <b>IT consulting services</b>, has developed an <b>innovative cloud computing solution</b> that is able to execute online and batch programs currently being carried out on big <b>IBM mainframes</b>. The offloading of these processes on a cloud of cheap servers reduces mainframe millions instructions per second consumption, providing huge savings. The company is looking for <b>international ICT integrators</b> willing to collaborate under <b>license agreement</b>.</p>	<p>This company is looking for <b>international ICT integrators willing to collaborate under license agreement</b>. The role of the partner sought is to <b>commercialize</b> this solution in the IBM mainframe market. The partner should have experience and contact with clients related to <b>banking sector</b>.</p>	<p><a href="#">Public link</a></p>
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## Profili TECHNOLOGY REQUEST

Codice	Paese	Titolo	Descrizione	Tipo di partnership	Leggi il profilo
TRCN20200605001	Cina	<b>A Chinese company seeks household air conditioner long-distance air supply technology from European market via a commercial agreement with technical assistance cooperation</b>	This is a <b>Chinese company</b> specialized in <b>designing and manufacturing of household appliances</b> . Currently, the Chinese company seeks <b>long-distance air supply technology to be applied to air conditioners</b> from the European market. The needed technology could increase air conditioner working area effectively. The Chinese company prefers the <b>commercial agreement with technical assistance cooperation method</b> .	The needed long-distance air supply technology is expected to enable a distance of 15-20 meters and with a wider work angle without impairing the performance of air conditioners, especially for heated air dispersion mode.	<a href="#">Public link</a>
TRSG20200513001	Singapore	Singapore SME seeks <b>dry-mist disinfectants</b> for use with <b>disinfection robot in homes, small offices</b>	A <b>Singapore technology solutions SME</b> is seeking a non-toxic, baby-safe <b>disinfectant</b> that is certified <b>for home use</b> . This disinfectant is to be used in an autonomous disinfection robot to disinfect and kill bacteria and virus on exposed surfaces and to sanitise the air. The company seeks to partner SMEs via <b>licensing or technical cooperation agreement, with the interest to jointly apply for bi-lateral funding</b> .	The partner should possess the sought technology or capabilities and offer them to the Singapore company via a <b>licensing or technical cooperation agreement</b> .	<a href="#">Public link</a>

TRLT20200610001	Lituania	Lithuanian SME working in <b>construction sector</b> is looking for <b>polyurethane mixing and spraying machine</b>	<b>Lithuanian SME</b> , working in <b>construction sector</b> , is developing a technology for manufacturing <b>modular buildings blocks</b> . The technology combines geo-polymer, plastic and polyurethane in the same technological process. The SME is looking to buy a <b>polyurethane mixing/spraying machine</b> which will be used in a 3D printer to spray polyurethane layer upon layer.	Partner sought should be the <b>manufacturer or distributor of spraying machines</b> and the expected partnership is <b>technical cooperation agreement</b> .	<a href="#">Public link</a>
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## Profili R&D REQUEST

Codice	Paese	Titolo	Descrizione	Tipo di partnership	Leggi il profilo
RDES20200608001	Spagna	<b>EuropeAid/168630/DD/ACT/Multi:</b> Seeking European companies specialised in <b>superfoods or novel foods</b> for research cooperation on a <b>sustainable agricultural</b> production model in the Great Lakes region of Africa	A <b>Spanish business association</b> specialised in <b>agrotech solutions</b> is developing a <b>research cooperation proposal</b> to the call <b>EuropeAid/168630/DD/ACT/Multi</b> to addresses innovative new strategies based on sustainable agricultural production to strengthen cooperation among young entrepreneurs in the border regions of the Great Lakes as a way to prevent conflict and generate opportunities for inclusive growth. <b>They look for partners among European companies specialised in superfoods or novel foods</b>	<b>Type of partner sought:</b> Companies specialised in superfoods or novel foods. <b>- Specific area of activity of the partner:</b> Agrofood. <b>- Task to be performed:</b> To contribute to the exploitation of the genetic resources of local vegetal species to develop solutions in new foods, superfoods, the pharmaceutical industry, genetic engineering, etc. <b>- EU / International projects' experience:</b> <b>It will be considered an asset.</b>	<a href="#">Public link</a>

RDBE20200513001	Belgio	<p><b>[Eurostars-Eureka]:</b> Designer of natural stone veneer <b>looks for free floating floor manufacturer</b></p>	<p>A <b>Belgian SME</b> has developed a new process to manufacture a free-floating floor made of natural stones with a clip fixation system. The goal of the project is to develop this <b>innovative floor</b> until the commercialization stage. As coordinator, they <b>look for a producer of free-floating floor system based on natural stone veneer</b> to conclude the consortium and submit a Eurostars proposal. <b>The deadline of the call is the 3rd September 2020.</b></p>	<p><b>An industrial partner, producer of free floating parquet to develop and homologate the flooring system</b> and produce <b>the testing samples during the project duration. Either a SME or a large industry</b> able to <b>develop the flooring system and commercialize it.</b> It means the ability to develop an industrial clip system and homologate the new free-floating system for commercialisation. <b>Type of partnership considered: Research cooperation agreement</b></p>	<p><a href="#">Public link</a></p>
RDUK20200211001	Gran Bretagna	<p><b>Seeking blockchain and mobile app developers</b> to join bid for <b>Horizon 2020 SU-BES02</b> Border &amp; External Security for 'walk through' airport process</p>	<p>A <b>UK company &amp; researcher</b> seek consortium partners to apply for <b>H2020</b> funding to develop a comprehensive, new digital re-engineering paradigm for <b>airline passengers and operational stakeholders</b>, enabling genuine Terminal 'walk-through' capability. <b>Seeking ICT companies/universities</b> to create innovative software solutions using <b>blockchain, AI</b>, and companies to develop a <b>mobile app</b> to capture an individual's iris biometric readings prior to airport visitation via a <b>research cooperation agreement.</b></p>	<p><b>Type:</b> Industry <b>Activity:</b> Blockchain/mobile app developers <b>Specific role of partners sought:</b> Co-development of processes allowing non-human contact processing of airline passengers (blockchain development and biometric technology undertaken across the full spectrum of full integration with airport operational stakeholders requirements and passengers experiential outcomes.) This includes the development of an app to capture iris biometric data.</p>	<p><a href="#">Public link</a></p>

## Profili COVID-19

Codice	Paese	Titolo	Descrizione	Tipo di partnership	Leggi il profilo
<b>BUSINESS OFFER</b> BOPL20200525001	Polonia	<b>COVID-19 Polish company is offering face shield protectors under a distribution agreement</b>	<b>Company from Eastern Poland</b> is engaged in manufacturing many specialised parts for sectors such as energy, information & communications, HVAC (heating, ventilation and air conditioning), railway transport, automotive and machine industries. Now it is offering <b>face shield protectors</b> as a way to stop spreading coronavirus. The company is <b>looking for distributors of this product abroad.</b>	<b>Distribution services agreement.</b> The company is looking for partners that can be its distributors for offered product. <b>There is also a possibility to sell it directly from company's factory to final clients.</b>	<a href="#">Public link</a>
<b>TECHNOLOGY OFFER</b> TOTR20191212001	Turchia	<b>COVID-19 - new air handling units for operating room hygiene</b>	An <b>innovative Turkish company</b> developed a <b>hygiene air handling unit (Hygiene AHU)</b> that is used in all operating rooms requiring sensitive and sterile conditions like <b>food, pharmaceutical and chemical industries, air defense, aerospace and aviation industries</b> , and facilities where sterile applications are made and hygiene conditions are required seeks cooperations under a <b>commercial agreement with technical assistance, license agreement or manufacturing agreement.</b>	For the cooperation type of <b>manufacturing agreement and commercial agreement with technical assistant</b> , the type of the partner sought can be hospitals, laboratories, companies active in pharmaceutical industry, hotels, health centers, and the engineering, architectural, construction, and contracting companies worked on project basis. <b>For the licence agreement, the type of the potential partner can be the manufacturer of air handling units or the companies active in energy sector.</b>	<a href="#">Public link</a>

<p><b>BUSINESS OFFER</b> BOES20200424001</p>	<p>Spagna</p>	<p><b>COVID-19 - Spanish (Catalan) company is looking for distributors for its innovative ventilator</b></p>	<p>A Spanish (Catalan) company has developed a portable device used to <b>automate a manual resuscitator</b> that assists the breathing of a Covid-19 affected patient. The aim is to make up for the lack of conventional automatic respirators during an emergency situation. The company is <b>looking for distributors under distribution services agreement and/or license agreement</b> to expand its market.</p>	<p>The SME is seeking organisations with experience and access to the healthcare market to enable the scalability capability. <b>Type of partner sought-</b> Any country, hospital or institution that needs a respirator / Distributors in the <b>healthcare sector</b> <b>Roles</b> - in accordance with the distribution services agreement, the foreign entities should distribute the device among its current client portfolio. In accordance with the license agreement, the foreign entities could exploit the technology in their specific geographical area. <b>The company is also open to negotiate other types of partnerships</b></p>	<p><a href="#">Public link</a></p>
<p><b>BUSINESS OFFER</b> BOCZ20200607001</p>	<p>Rep. Ceca</p>	<p><b>COVID-19: Czech manufacturer of air purifier with improved capture of viral pollution is looking for distribution services agreement</b></p>	<p><b>Czech small company</b> has developed and now manufactures a <b>highly efficient air purifier</b> suitable for use in homes, offices and hotels. The patented air purifier is based on innovative technology combining 3 types of filters. The filter combination ensures 99,9975% elimination of viral pollution. The company is searching for distributors to conclude <b>distribution services agreements</b>.</p>	<p><b>Retail and on-line distributors of domestic appliances and electronics, specialised distributors of air purifiers are sought. The company seeks distribution services agreement.</b></p>	<p><a href="#">Public link</a></p>

<p><b>BUSINESS OFFER</b> BOPL20200527002</p>	<p>Polonia</p>	<p><b>COVID 19 - Polish manufacturer of temperature indicator seeks distributors for device for continuous monitoring of body temperature of patients</b></p>	<p>A <b>Polish technological company</b> provides an inexpensive and easy to use solution for <b>monitoring of body temperature</b> – CE marked class I medical device. In a situation of a high epidemic threat, it can quickly alert about elevated body temperature and effective measures can be taken to reduce the risk of spreading viral infection, for instance among employees, medical staff, patients. Perfect for use in nursery homes, hospitals, factories, offices. <b>The company is looking for distributors.</b></p>	<p>1. The preferred company has to be a <b>manufacturer of medical devices or equipment</b>. A medical device or equipment wholesales variant is also acceptable. 2. A supplier must have <b>knowledge about the distribution of medical devices and equipment</b>. It will make it easier for the settled condition of cooperation.</p>	<p><a href="#">Public link</a></p>
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