

Partnering Opportunity

Profile status : Published

Business Offer

A German service company is looking for 1st or 2nd Tier suppliers for automotive parts to offer its engineering services on the basis of outsourcing agreements

Summary

Since more than 25 years the German company provides its services for well-known 1st and 2nd Tier suppliers of the German, European and international automotive industry. It would like to extend its partners' base by outsourcing agreements. It offers its services, especially resident engineers for comprehensive and intensive project management to other Tier 1/2 suppliers. Additionally, engineering and development work, project management and project assistance is offered as well.

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Last Update	03 July 2020
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Reference	BODE20200626002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/dd27c49c-9927-468a-b6a6-69b90787e95b

Details

Description

The company from Germany is offering its engineering services based on outsourcing agreements for 1st and 2nd Tier suppliers of the automotive industry. As a long-standing partner of such automotive suppliers, the company offers also future-oriented solutions for the individual adaptation of processes in the product development process, sales, development and quality assurance. Based on their experience and the continuous development of new solution approaches, their range of services comprises the three basic areas consulting, technical services and

engineering.

By cooperating with new suppliers, the company intends to expand its range of services for its customers in the automotive industry. In addition, the current COVID 19 crisis may lead to the loss of one or more suppliers, so that new potential suppliers are being sought in these areas.

How does it work?

The company determines the necessary structures of their partner companies and support its redefining. So, the best possible performance and effectiveness is installed in the individual processes. In order to meet the ever-increasing requirements, they also support their partners by placing specialists, e.g. residents, who work for the partner companies on site. The constant high quality of partner suppliers is an important incentive and part of their services.

List of products, assemblies, components that are of interest:

- Vehicle seats, metal structures
- Vehicle interiors: Door panels, side panels, pillar panels, hat racks, carpets
- Trunk equipment: Side panels, loading floor, carpets
- Sensors, actuators
- Components in the chassis area
- Components for the fuel supply: Pumps, filters
- General Pumping in the vehicle: Fuel, oil, coolant, air
- Autonomous driving systems: Sensors, radar, cameras
- Exhaust systems
- Light and lighting systems
- Communication systems
- HiFi and speakers
- Acoustic insulation
- Thermal insulation

In the past, the company has worked with their partners on almost all automotive components, regardless of whether they were bodywork, drives or interior products. The cooperation with suppliers is to be seen in the long term and is therefore built on a good partnership basis.

Advantages and innovations

As a kind of technical-commercial partner the German company offers the following advantages and services for partners in their outsourcing agreements:

- Proximity to customers from the automotive industries
- Extensive networking at the customer's site
- Knowledge of the relevant processes that are important in the customer-supplier relationship
- Long experience in automotive development.

The range of services includes engineering and development work as well as taking over project management or project assistance.

For comprehensive and intensive project management resident engineers are offered, too.

Technical Specification or Expertise Sought

1st or 2nd Tier supplier for automotive parts

Partners offering technologies covering the following Technology Keywords are sought: all subgroups of 02009, except of subgroups 02009003 and 02009005.

Stage of development

Already on the market

Keywords

Technology

02009004

Road Vehicles

02009012

Automotive engineering

Market

09003001

Engineering services

09003005

Consulting services

NACE

M.70.2.2

Business and other management consultancy activities

M.71.1.2

Engineering activities and related technical consultancy

N.78.2.0

Temporary employment agency activities

Open for EOI: **Yes**

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

Romanian
English
German
French
Slovak

Client Country

Germany

Experience

The German Company already has customers from France, Italy, Turkey, Switzerland, Spain, Poland. However, additional offers are welcome.

Partner Sought

Type and Role of Partner Sought

It is particularly important that they have experience as suppliers to the automotive industry. This usually includes certification and auditing of OEMs.

Partner companies should be certified as standard, i.e. ISO 9001, IATF 16949, ISO 14001, etc.

Partner companies should have a positive attitude towards a detailed inspection in advance. This also includes a first small audit.

For newcomers the company offers to carry out necessary qualifications

Competitiveness and the willingness to adapt to the new requirements of a new customer are also important.

Potential partners are expected to be 1st or 2nd Tier suppliers for automotive parts:

- Vehicle seats, metal structures
- Vehicle interiors: Door panels, side panels, pillar panels, hat racks, carpets
- Trunk equipment: side panels, loading floor, carpets
- Sensors, actuators
- Components in the chassis area
- Components for the fuel supply: pumps, filters
- General Pumping in the vehicle: Fuel, oil, coolant, air
- Autonomous driving systems:sensors, radar, cameras
- Exhaust systems

- Light and lighting systems
- Communication systems
- HiFi and speakers
- Acoustic insulation
- Thermal insulation

In terms of Technology Keywords partners offering technologies covering the following are sought:

- 02009001 Design of Vehicles
- 02009002 Hybrid and Electric Vehicles
- 02009004 Road Vehicles
- 02009006 Traction/Propulsion Systems
- 02009007 Artificial intelligence applications for cars: and transport
- 02009008 Navigation and embedded systems
- 02009009 Sensors for cars and transport
- 02009010 Lightweight construction
- 02009011 Air pollution control for cars and transport
- 02009012 Automotive engineering
- 02009013 Body and main parts
- 02009014 Automotive electrical and electronics
- 02009015 Audio / video
- 02009016 Charging system
- 02009017 Electrical supply system
- 02009018 Measurement devices
- 02009019 Ignition system
- 02009020 Lighting and signaling system
- 02009021 Switches and wiring
- 02009022 Security systems
- 02009023 Interior equipment
- 02009024 Powertrain and chassis
- 02009025 Braking system
- 02009026 Energy supply system
- 02009027 Transmission systems

Type and Size of Partner Sought

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

Type of Partnership Considered

Outsourcing agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

COVID-19 - Spanish (Catalan) company is looking for distributors for its innovative ventilator

Summary

A Spanish (Catalan) company has developed a portable device used to automate a manual resuscitator 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 looking for distributors under distribution services agreement and/or license agreement to expand its market.

Creation Date	12 May 2020
Last Update	14 May 2020
Expiration Date	15 May 2021
Reference	BOES20200424001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e1233c62-6849-4ef0-98db-2055d3a762c1

Details

Description

An spanish technology SME focused at first on electro mobility solutions, has developed a respirator in collaboration with another company, a technological centre and a spanish hospital. The aim of the company is to supply the lack of equipment generated worldwide by the pandemic, especially in emerging countries with limited resources

The device is a portable device developed to automate a manual resuscitator which assists the patient's breathing. The purpose of the device is to ventilate patients during an emergency where conventional automatic respirators are not available.

It allows to control the values of frequency, pressure and volume of oxygen supplied to the patient and includes a security system with audible alarms and an internal auxiliary battery in the event of a power failure. The software has been designed to guarantee its stable operation over time and it incorporates an acoustic alarm system. These alarms are activated both on accidental disconnection and on any alteration in the programmed or measured parameters.

It includes the Open Source software -Covid Patient Tracker- that allows you to monitor and control an unlimited number of respirators from the same PC in real time, thus reducing the time required for medical supervision.

The company is looking for foreign partners from the medical sector to foster collaboration relationships and to conclude a distribution services agreement or license agreement. Under these agreements, the company will supply the technology for their further distribution through large networks and/or their technical knowledge regarding the device. The company wants to cooperate with foreign partners to deepen joint developments, introduce new technologies and exchange experiences worldwide, as well as in the further distribution of its products.

The company is also open to negotiate other types of partnerships

Advantages and innovations

The product has pressure, flux and volume sensors to control the air supplied to the patient. It also has a security system with audible disconnection alarms in the event of a loss of pressure. Also, an internal auxiliary battery would provide a range of 36minutes in case there is a power failure. Furthermore, the device has a remote connectivity with an Open source.

Stage of development

Already on the market

Comments Regarding Stage of Development

The device has already been authorised by the Spanish Agency for Medicines and Health Products (AEMPS) to be used in clinic investigation, not requiring homologation neither CE certification for that purpose. It has been tested in the facilities of the Research Institute of a Hospital with excellent results. It should only be used under clinical trial following a similar protocol of Spain. After a country health department validates the respirator, its use should be approved by the pertinent hospital and its ethics and patient committee.

IPR Status

Secret Know-how

Keywords

Technology

06001002	Clinical Research, Trials
06001007	Emergency medicine
06001013	Medical Technology / Biomedical Engineering
06005002	Sensors & Wireless products

Market

05004002	Rescue and emergency equipment
05004004	Medical instruments
05007004	Monitoring equipment
05007006	Computer-aided diagnosis and therapy

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Bio Chem Tech
Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2017

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 SME is seeking organisations with experience and access to the healthcare market to enable the scalability capability.

Type of partner sought- Any country, hospital or institution that needs a respirator / Distributors in the healthcare sector

Roles - 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.

The company is also open to negotiate other types of partnerships

Type of Partnership Considered

License agreement
Distribution services agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

A Korean company is looking for partner for their mobile negative pressure isolation room(NPIR) products under distribution services agreement

Summary

A Korean company specialized in designing and manufacturing mobile negative pressure isolation room (NPIR) products is looking for partners for distribution services agreement to distribute its product which is strict isolation equipment of patients for infectious diseases. The company is looking for a distribution services agreement with distributors who are specialized in contagious diseases and medical equipment, government project bidding.

Creation Date	07 May 2020
Last Update	25 May 2020
Expiration Date	26 May 2021
Reference	BOKR20200507001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ffde3cec-d7ab-4cc6-adc3-f412f405c41b

Details

Description

The Covid-19 virus pandemic is increasing to over 200,000 casualties in 185 countries. However, the current lack of medical equipment is an urgent threat to cope with new suspected and confirmed patients. Many experts say that early detection through accurate testing and containment is a key measure to control the infection. The current situation shows the need to introduce medical isolation equipment to improve safety, such as the prevention of the spread of infectious disease within the hospitals.

A Korean energy safety company that has been manufacturing ESS (Energy Safety Management System) products since 2014, recently launched a mobile negative pressure isolation room (NPIR) as a new product that can prevent infectious diseases such as COVID 19, SARS, and Ebola. The company has developed its existing products to manufacture a mobile NPIR product portfolio since the COVID 19 virus disease became widespread.

Using a multi-stage air filter structure with HEPA and PRE filters, the mobile negative pressure equipment can sensitively and accurately filter virus and unwanted dust. This technology can remove over 99.97% on a 0.3-micrometre basis. In addition, wall studs designed with triple insulation, which is one of the company's patented technologies, can effectively block the outflow of viruses.

It is applicable to mobile intensive care units (ICUs) in hospitals, small (5-20 bed) emergency containment rooms at multi-cultural facilities and transportation infrastructures for patients with infectious diseases and temporary the local government designated screening centre.

The company is now seeking collaboration with local healthcare providers who deploy negative pressure isolation rooms in hospitals, clinical laboratories, and government, in the form of distribution services agreement.

Advantages and innovations

The offered mobile NPIR product prevents virus release, applying negative pressure differences combined with negative pressure equipment, virus filtering system with a certified HEPA filter and air circulator. And its mass production and mobile installation allow quick response to virus outbreaks (max 50 units take a week after an order in the domestic market). Additionally, it is able to become a mobile hospital when the system is interlocked. It also uses VOC (volatile organic compounds) free material as an interior finish, which is harmless to the human body, combining functions such as insulation, fireproof, structure and waterproof.

Stage of development

Available for demonstration

IPR Status

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

Keywords

Technology

01004001	Applications for Health
02007002	Building materials
06001018	Virus, Virology/Antibiotics/Bacteriology

Market

05007004	Monitoring equipment
05007007	Other medical/health related (not elsewhere classified)
08004001	Air filters and air purification and monitoring equipment
09007002	Manufacture of construction materials, components and systems

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare
Nano- and Microtechnologies

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2014

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

South Korea

Partner Sought

Type and Role of Partner Sought

The Korean company prefers partners who have plenty of customer networks of hospitals, clinical laboratories, governments and distributors. The partners should be specialized in marketing & selling medical equipment related to infectious diseases, which will be helpful to distribute its mobile negative pressure isolation room and in participating in government tender under distribution services agreement.

Type of Partnership Considered

Distribution services agreement

Attachments

Product Comparison

Product Comparison

Ref: BOKR20200507001

Partnering Opportunity

Profile status : Published

Business Offer

COVID-19 Polish manufacturer of stands for disinfectant liquid seeks business partners for distribution agreements

Summary

The Polish company is specialized in the production of stands for disinfectant liquid. The Polish company is looking for reliable partners to conclude a distribution services agreement to expand in EU and foreign markets.

Creation Date	07 May 2020
Last Update	12 May 2020
Expiration Date	12 May 2021
Reference	BOPL20200505003
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ecd04571-d368-4476-abd2-d1755ed18b75

Details

Description

Polish SME has been running their own business since 2005. The company specializes in the manufacturing of floor stands for tablets. Nowadays the Polish company developed and introduced into the market unique products. The company offers a wide range of stands for disinfectant liquid in response to the COVID 19 pandemic. The products can be used by its final customers in many different professional environments: hotels & wellness facilities, sports facilities, food industries, laundries, health care facilities, schools, universities, nurseries, shopping and tourist centers, airports, industrial, institutions, food factory and many more. The products are intended to

ensure and maintain the highest standards of skin hygiene and consequently to reduce the risk of spreading infectious diseases. Highly visible signage sends the message about hand disinfection.

To meet the needs of the customers, the company offers four different variants of stands including stands for bottle and stands for elbow dispensers.

1. The product is available in three colors: black, white, orange.
2. The stand is made from stable metal construction.
3. In the process of painting was used powder coating.
4. Every stand is with a built-in container with a capacity of 1 liter or 2 liters.
5. In addition, it has installed a hanger for disposable gloves.
6. Suited for indoor and outdoor.
7. Freestanding design.
8. There is also a possibility of additional security and the attached device to the ground.
9. The solid base prevents falling over.
10. Ideal for high-traffic areas.
11. Makes hand sanitizer available anywhere.

This Polish company is looking for business partners across many sectors for their range of stands for a disinfectant liquid. The company is seeking business partners and retailers for distribution agreements. The company is now looking to expand further into European countries and also Norway, Switzerland, United Kingdom.

Advantages and innovations

- wide range of products (anti-theft protection; anti-fingerprint coating eliminates fingerprints; a personalized illuminated advertising panel; vandal-proof housing; easy filling up the container with liquid; suitable for any elbow dispenser and bottle dispenser)
- high-quality customer service and flexibility against to meet its customers' requirements
- experience in international cooperation

IPR Status

Trade Marks

Keywords

Market

05007007	Other medical/health related (not elsewhere classified)
07004002	Health and beauty aids
09004008	Other manufacturing (not elsewhere classified)

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2005

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

The Polish company would like to establish a long term partnership with a professional and experienced company in order to increase its market share. The company seeks distributor with an extensive distribution network which can deliver the product to final customers. Ideal partners will be active in all kinds of sectors.

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

Attachments



Clean stand AB R01 1L or 2L



Clean Stands for Bottle



Clean Stands for Elbow Dispenser



Clean Stand Classic AB C06 1L or 2L



Clean stands



Clean Stands for Bottle



Clean Stands for Elbow Dispenser

Ref: BOPL20200505003



Clean stands

Partnering Opportunity

Profile status : Published

Business Offer

COVID 19 - Polish manufacturer of temperature indicator seeks distributors for device for continuous monitoring of body temperature of patients

Summary

A Polish technological company provides an inexpensive and easy to use solution for monitoring of body temperature – 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. The company is looking for distributors.

Creation Date	02 June 2020
Last Update	02 June 2020
Expiration Date	03 June 2021
Reference	BOPL20200527002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0c432fd4-833f-42e6-95bd-ef7a0ec8ae53

Details

Description

The company is a Polish start-up founded in 2008 by a group of scientists who developed a state-of-the-art technology called contact thermography. The know-how of Braster is based on the unique method of using liquid crystals to record and visualize thermal changes taking place in the human body. The team has developed a number of products, among which is temperature indicator for constant body monitoring, particularly useful during high epidemic threats.

Contact thermography, as the name implies, is based on obtaining a thermal image in direct contact with a

thermographed surface. In the case of temperature indicator, the thermographed surface is the surface of forehead of the examined person, while the contact surface is the temperature indicator foil.

The temperature indicator test involves applying the indicator to the surface of the forehead. If the body temperature is elevated, the indicator signals it by changing the color. The indicator is made of self-adhesive thermosensitive film, which reacts by changing the color in response to an increase in temperature above the alert level (potential disease). The indicator has two fields, A and B. In persons with normal, not elevated temperature of the forehead, both fields have the same color – black. A change in the color of field A indicates an increase in the temperature of the forehead skin.

The indicator can help implement WHO recommendation about temperature monitoring (elevated body temperature is one of the symptoms of a viral infection, e.g. COVID 19), increase the safety of people exposed to a high risk of a viral infection, provide psychological comfort for the medical staff, healthcare professionals taking care of patients in nursing homes, employers as well as office and factory workers. It can help continue operating the business uninterrupted by alerting early about possible infection in employees. This is an inexpensive and easy to use solution for everyone (not recommended for small children).

The company intends to establish a long-term cooperation.

The company seeks to find new international partners such as medical devices and equipment companies, medical devices and equipment wholesales. The Polish company is interested in entering new foreign markets and cooperation under distribution services agreements.

Advantages and innovations

The temperature indicator using liquid crystals to record and visualize thermal changes taking place in the human body is:

- CE marked medical device class I
- inexpensive and easy to use solution for everyone (not recommended for small children)
- adapted for multiple use, can be used repeatedly provided that the adhesive layer allows for its proper adhesion to the forehead skin
- intended for use at room temperature for proper temperature monitoring

The indicator can:

- help implement WHO recommendation about temperature monitoring (elevated body temperature is one of the symptoms of a viral infection, e.g. COVID 19)
- help increase the safety of people exposed to a high risk of a viral infection,
- provide psychological comfort for the medical staff, healthcare professionals taking care of patients in nursing homes, employers as well as office and factory workers.
- help continue operating the business uninterrupted by alerting early about possible infection in employees.

Stage of development

Already on the market

IPR Status

Patent(s) applied for but not yet granted

Profile Origin

Other

Keywords

Technology

03004006	Organic Substances
09001003	Chemical material testing
09001009	Sensor Technology related to measurements

Market

05004001	Electromedical and medical equipment
05004002	Rescue and emergency equipment
05004005	Diagnostic equipment
05007007	Other medical/health related (not elsewhere classified)

NACE

C.32.5.0	Manufacture of medical and dental instruments and supplies
Q.86.2.1	General medical practice activities
Q.86.2.2	Specialist medical practice activities
Q.86.9.0	Other human health activities

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2008

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Certifications Standards

ISO 9001

Languages Spoken

English
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

The company is looking for partners interested in product distribution. For a distribution services agreement, the potential partner must have experience in medical devices and equipment. The potential partner should have a well-developed distribution network, which will include: employees, medical staff, patients. The product should first be distributed to hospitals, factories, offices.

Others important expectation from the sought partner:

1. The preferred company has to be a manufacturer of medical devices or equipment. A medical device or equipment wholesales variant is also acceptable.
2. A supplier must have knowledge about the distribution of medical devices and equipment. It will make it easier for the settled condition of cooperation.

Acceptable emergency options: Under the emergency situation related to the coronavirus pandemic, delivery is possible at the request of national governments (in particular the health ministers) or regional authorities.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

COVID-19: Slovak company offering a technology for disinfection of areas and rooms with UV fluorescent lamps - germicidal emitters - is looking for commercial agents and distributors

Summary

The Slovak company, leader producer of lighting technology using LED (light-emitting diode) elements offers modern technology to disinfect all kind of spaces, areas and rooms with germicidal emitters as a source of UV radiation which destroys bacteria, viruses and fungus, including COVID-19 and is looking for commercial agents and distributors not only in Europe.

Creation Date	13 May 2020
Last Update	24 May 2020
Expiration Date	25 May 2021
Reference	BOSK20200513001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e8349adf-2add-4784-95d4-a0d1f769615f

Details

Description

The Slovak SME company with almost 30 years of experience in the market belongs to leaders in lighting technology, producing lighting systems for indoor and outdoor, roof or floodlight as well as luminaires that can be used in areas with the risk of explosion. The company holds the certificate ISO 9001:2015.

In current COVID 19 situation, the company is offering germicidal emitters which are electrical devices using germicidal lamps with a power input of 15W or 30W as a source of UV radiation. This radiation with a wavelength of 253.7 nm destroys varieties of bacteria, viruses and fungus which cause serious health problems. The emitter is capable of sterilization that is ensured by the direct impact of UV radiation on the surface, while it is possible to destroy pathogenic germs in the air and on the surface at the same time.

Estimated time to kill the corona virus is 73 seconds (using a 30 W light bulb). The emitter can be installed on the ceiling, on the wall of the room or it can be placed on a mobile stand.

Portfolio of emitters consist of 4 types using supply voltage 230V, 50Hz. The bodies of all of them are made of a metal steel construction, surface is treated with white powder paint. A fan located in the radiator helps to better circulation of the air.

- a) Closed type - used for indirect irradiation of the room. Possibility to use even in the presence of people in the room.
- b) Closed type with a timer - used for indirect irradiation of the room. Possibility to use even in the presence of people in the room. The device is equipped with a timer where precise setting of day or hour is possible.
- c) Ceiling direct emitter with Al grid - possible to use only without the presence of people in the room. The aluminium grid is connected to the body by means of four V-shaped springs.
- d) Direct radiation - possibility to use only without the presence of people in the room. Electronic components are located inside the body. Made of steel or aluminium, second option can be mounted on the ceiling or on cable hangers.

To emitters also accessories are available such as a tripod, flex cord, socket mechanical timer, irradiation stand - jockey construction.

The company was founded in 1992 as a trading company, which has later been transformed into production-trading company. At the moment ca 35% of its production is exported, mainly Finland, Lithuania, Latvia, Estonia, Poland, Italy and Czech Republic. In order to reach new markets in Europe, Africa and Middle East the company is looking for commercial agents and distributors of lighting systems, electrical products and health protective equipment to start long-term cooperation.

Advantages and innovations

- Specialist in LED (light-emitting diode) solutions
- Full customer service from initial consultation through lighting technical design to after sales service
- Own products
- Electrical components only from reputable companies
- Extended warranty available
- The company holds the certificate ISO 9001:2015

Keywords

Technology

04007002

Lighting, illumination

10001006

Protection against intoxication

Market

Ref: BOSK20200513001

Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1992

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Hungarian
German
Russian

Client Country

Slovakia

Experience

The company holds the certificate ISO 9001:2015

Partner Sought

Type and Role of Partner Sought

Partners sought are commercial agents and distributors of lighting systems and electrical products that can offer the product to manufacturing or logistic companies, retail chains and supermarkets, hospitals, wholesalers of electrical and health protective equipment in Europe, Africa and Middle East.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Attachments



Germicidal UV lamps

Partnering Opportunity

Profile status : Published

Business Offer

COVID 19-A Turkish manufacturer of nonwoven roll goods seeks trade partners

Summary

A Turkish company, experienced in the production of nonwoven fabrics from polymer based filaments (mono-component and bi-component) and spunlace fabrics (parallel laid and cross-lapped) made from natural and synthetic staple fibers, would like to sign distribution services or commercial agency agreements to sell their products to wider markets.

Creation Date	19 July 2019
Last Update	30 April 2020
Expiration Date	01 February 2021
Reference	BOTR20190719001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/02d21eb6-475d-4194-81dc-71ddf02c2006

Details

Description

The Turkish manufacturing company, which is located in Gaziantep, produces nonwoven roll goods. It operates different nonwoven technologies such as polypropylene and polyester spunbond, polypropylene meltblown, parallel-laid and cross-lapped spunlace, polyester/polyamide 6 microfilament and composites made from these. The company exports the majority of its production to over 50 countries all over the world and employees about 200 people in 4 locations.

The main products are:

- Spunlace (parallel-laid & crosslapped)

- Polypropylene spunbond
- Polyester spunbond
- Mono
- Flat bond
- Point bond
- Flat bonded with round and trilobal shaped fibers
- Meltblown - SM, SMS, MMM
- Extrusion coated laminated fabrics
- PEVA films
- Converted composites made from nonwovens and other composites

The Turkish company wants to sign a distribution services agreement or commercial agency agreement in order to increase their market share.

Advantages and innovations

Wide range of products, high-quality customer service and flexibility against to meet its customers' requirements for different end uses like filtration, automotive, hygiene, medical, coating&lamination and bedding. Also the company have the capability to test to ASTM, INDA and ISO standards including air permeability, hydrostatic head, pore size distribution, bubble point, mean pore size, antistatic-electrostatic loading, oil & water absorbency, shrinkage, bacteriological tests, weight, thickness, tensile strength, elongation, trapezoid tear, nail tear. The company has received the quality certificates EN ISO 9001, ISO 14001, ISO 18001, ISO 13485, ISO 22716 and ISO 50001.

Stage of development

Already on the market

IPR Status

Other

Profile Origin

COSME

Keywords

Market

09004003

Textiles (synthetic and natural)

Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1998

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Certifications Standards

ISO 9001

Languages Spoken

Turkish
English

Client Country

Turkey

Partner Sought

Type and Role of Partner Sought

The Turkish company would like to establish a long term partnership with a professional, experienced company in order to increase its market share. Company seeks distributor with extensive distribution network which can deliver product to final customers.

The company is looking for :

- a distributor to sell products under the company's own label,
- an established distributor with own concept for private label production.
- potential partner should be a distributor whose international co-operation experience.

The company is also looking for partners to make cooperations to serve hospitals,marine and automobile sectors under a commercial agency agreement.

Type and Size of Partner Sought

SME 11-50,SME 51-250

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

COVID 19-Turkish disposable products manufacturing company is looking for distribution partners, commercial agents and manufacturing agreement to increase market share

Summary

A Turkish disposable paper bags, plastic bags, disposable cups, lids&straws, thermal rolls and takeout boxes manufacturing company produces customized disposable products. The company would like to sign distribution services, commercial agency and manufacturing agreements to sell its products to wider markets.

Creation Date	24 June 2020
Last Update	21 July 2020
Expiration Date	22 July 2021
Reference	BOTR20200624001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0d1d0ed1-4feb-4b1c-97e1-bc4804bfb031

Details

Description

Turkish company, which is located in Gaziantep since 2009, is producing disposable paper bags, plastic bags, disposable cups,lids&straws, thermal rolls and takeout boxes. The company has been specialized in many disposable products during COVID 19.The company is widely available and visible in every city of Turkey. The company export to more than 40 countries mainly in Europe, America and Asia. The company has the capacity to

manufacture specially demanded products according to the needs of the customers. The company looks for distributors and commercial agents in order to increase its market share abroad. Furthermore, it offers manufacturing agreement to produce the demanded products by the partners.

Advantages and innovations

- Having strong manufacturing capacity
- Experiences in sector gives the company advantage of being accountable and rightfully reputable.
- Manufacturing of customer demanded production and successful sales record in domestic market.
- Having the advantage of well known power over the disposable products manufacturers and suppliers in the heart of Turkey. This advantage makes them able to produce any type of product on demand.
- Understanding needs and expectations of international buyers

Stage of development

Already on the market

IPR Status

Secret Know-how, Trade Marks, Copyright

Profile Origin

COSME

Keywords

Technology

02005004

Packaging for materials

11009

Creative products

Market

09004006

Packing products and systems

NACE

C.17.1.2

Manufacture of paper and paperboard

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Materials

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2009

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

Turkish
English

Client Country

Turkey

Partner Sought

Type and Role of Partner Sought

The Turkish company is looking for SME or large companies as partners to expand their business to international markets.

The company is looking for international partners in European Union member countries for distribution and commercial agency agreement of the brand's highly stylish collections.

The company is also open for serving under manufacturing agreements for international brands.

The Turkish company wants to establish long-term business collaboration.

Type and Size of Partner Sought

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

Type of Partnership Considered

Manufacturing agreement
Distribution services agreement
Commercial agency agreement

Attachments



Featured Products

Partnering Opportunity

Profile status : Published

Business Offer

COVID-19: Czech manufacturer of air purifier with improved capture of viral pollution is looking for distribution services agreement

Summary

Czech small company has developed and now manufactures a highly efficient air purifier 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 distribution services agreements.

Creation Date	08 June 2020
Last Update	12 June 2020
Expiration Date	13 June 2021
Reference	BOCZ20200607001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/93316af2-af35-4adb-9c28-7ae77b0ca342

Details

Description

Czech company, founded in 1991 has a long term experience in designing control systems of special medical devices and has developed an air purifier based on patented technology and protected design. The purifier is able to eliminate 99,9975% of viral pollution from in house air. The SME is looking for new distributors able to supply homes of at-risk people, hospitals and surgeries, school etc. Distribution services agreement and long-term collaboration with reliable partners is requested.

The purifier control unit design is based on experience with medical device control and allows a wide range of settings depending on the environment of use while maintaining maximum friendliness for user. The electric motor delivers sufficient power and fan blades with low air resistance ensure almost noiseless operation. Construction of the device is based on the use of wood and steel and contains a minimum of plastic parts, therefore, common pollution from plastic parts is also reduced to minimum.

The purifier filter unit uses a proprietary combination of three types of filters - robust pellet carbon filter, new type of nanofibres HEPA filter and the pre-filter for HEPA filter. That combination removes 99,9975% of solid impurities of COVID-19 size from the air. In addition, the solution also catches up to 20 % more of gaseous pollutants, in comparison to competitors.

Thanks to robust filters the device has a high absorption capacity and is able to purified air in rooms of 120m2. It is therefore suitable for schools, canteens, halls, hotels, offices, hospitals and surgeries.

Compared to other types of air purifiers in which the individual parts are difficult to access, the offered air purifier is modular-based, thus control unit, motor unit and filter unit are easy to service and exchange.

Advantages and innovations

- Capture 99.9975% of COVID 19 particles - verified by laboratory tests.
- Easy operation of the device, easy maintenance and service
- Steel and wood construction with minimum of plastic parts = minimal pollution by gaseous pollutants (e.g. formaldehyde)
- 20% higher effectiveness in catching gaseous pollutants
- High-quality pre-filter for the absorption of larger solid impurities (e.g. visible dust, textile fibres, dandruff) increases the efficiency and service life of other filters of the air purifier.
- Thanks to robust filters with high absorption capacity, 5 years filter exchange cycles are achieved against normal 1-2 year cycles.

Stage of development

Already on the market

IPR Status

Patent(s) applied for but not yet granted

Profile Origin

Private (in-house) research

Keywords

Technology

06001018	Virus, Virology/Antibiotics/Bacteriology
10002001	Indoor Air Pollution/Treatment

Market

05004001	Electromedical and medical equipment
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NACE

Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

1991

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English

Client Country

Czechia

Partner Sought

Type and Role of Partner Sought

Retail and on-line distributors of domestic appliances and electronics, specialised distributors of air purifiers are sought. The company seeks distribution services agreement.

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

Attachments



Innovative air purifier with improved treatment of virus pollution



Innovative air purifier with improved treatment of virus pollution

Ref: BOCZ20200607001



Innovative air purifier with improved treatment of virus pollution

Partnering Opportunity

Profile status : Published

Business Offer

COVID 19: Column mounted on the wall and freestanding with pedal hand sanitizer dispenser in steel sheet metal developed by a Portuguese company offered for distribution

Summary

A Portuguese company, from the central region of Portugal, founded in 1989, specialized in the manufacturing of shopfitting solutions has developed a freestanding dispenser with pedal manufactured in steel sheetmetal with an epoxy paint finish for hand sanitizers. The company is looking for distributors under distribution services agreement to expand its market.

Creation Date	18 May 2020
Last Update	19 May 2020
Expiration Date	20 May 2021
Reference	BOPT20200518001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/cda09321-3f7a-4c1f-ab7b-6d45e607af08

Details

Description

This company is a SME (small/medium-sized enterprise) located in the central region of Portugal. Since 1989 it creates innovative exhibition solutions, whether in the metal or carpentry sector. At the moment they have 40 employees.

With the situation of COVID 19, the company developed a wide range of products and accessories that are designed to disinfect the hands to protect people and prevent the virus from spreading.

The items are all manufactured in steel sheetmetal with an epoxy paint finish. Freestanding items also available with a stainless base. Hand operated sanitizers use a stainless handle to promote cleanliness of areas in contact with the end user. The epoxy paint finish will also promote very durable and easy to clean surfaces.

All models have a very clean and simple design that allow them to be used in any setting. Refilling of all models is extremely easy and simple to do.

All items are ready to use out the box because they include a bottle of high-quality sanitizer (70% of pure alcohol). Refills sold separately. All prices are very competitive especially with taken into consideration the look and quality of the products.

The main advantages of this line are a full range of options, a very clean design that can be used in any context (hospitals, cloth shops or restaurants).

This company is looking mainly for partners that resell these items and are looking for new clean design solutions to sell, represent or require these items in exporting quantities. They are interested in a distribution services agreement. They want to establish partnerships with wholesalers, distributors, importers and commercial agents.

Advantages and innovations

With more than 30 years of experience, this company offers originality, resilience, economical and customizable solutions.

This company is fueled by innovation and creativity and offers the quality and services needed to meet customer demand.

They provide a wide range of high-quality products, in a quick and cost-effective way.

They have a customer-centered approach, aiming to to meet all customer needs.

In order to produce sustainable, economical and efficient products, they are continuously improving their manufacturing processes.

The range of products now developed is extremely easy to use, very ergonomically oriented for the end user, are fully ready to use out the box because include sanitizer. All promote very clean use by the end user whether pedal operated or operated by a stainless handle. This range also have a very clean and pleasing design and do have a very competitive price and high finish quality.

Technical Specification or Expertise Sought

Manufactured in steel sheet metal with an epoxy paint finish. Free standing models available with a stainless base. Hand operated models use stainless handle. Gel alcohol available complies with law mandated minimum alcohol content of 70% purity.

Stage of development

Already on the market

Keywords

Technology

02002003

Drying

02002004

Erosion, Removal (spark erosion, flame cutting, laser, ..)

02002008

Joining (soldering, welding, sticking)

Market

07004008

Other consumer products

07006

Other Consumer Related (not elsewhere classified)

NACE

C.31.0.1

Manufacture of office and shop furniture

C.31.0.9

Manufacture of other furniture

C.32.9.9

Other manufacturing n.e.c.

Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1989

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
French
Portuguese
Spanish

Client Country

Portugal

Partner Sought

Type and Role of Partner Sought

This company is looking mainly for partners that resell these items and are looking for new clean design solutions to sell, represent or require these items in exporting quantities. They would like to establish a distribution services agreement. Mainly, the partners sought are other manufacturing companies, commercial agents and outsourcing companies.

Type and Size of Partner Sought

SME 11-50

Type of Partnership Considered

Distribution services agreement

Attachments

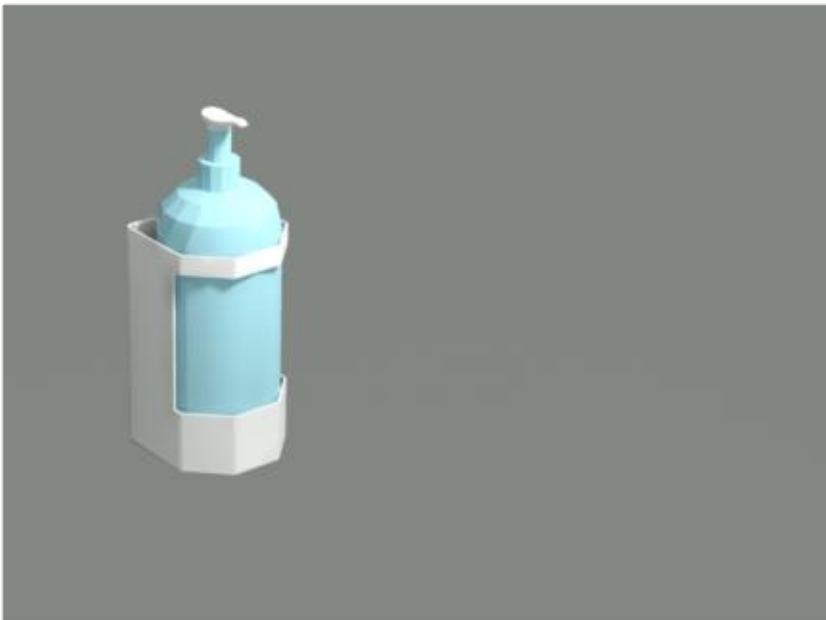


Foto6



Foto1



Foto5

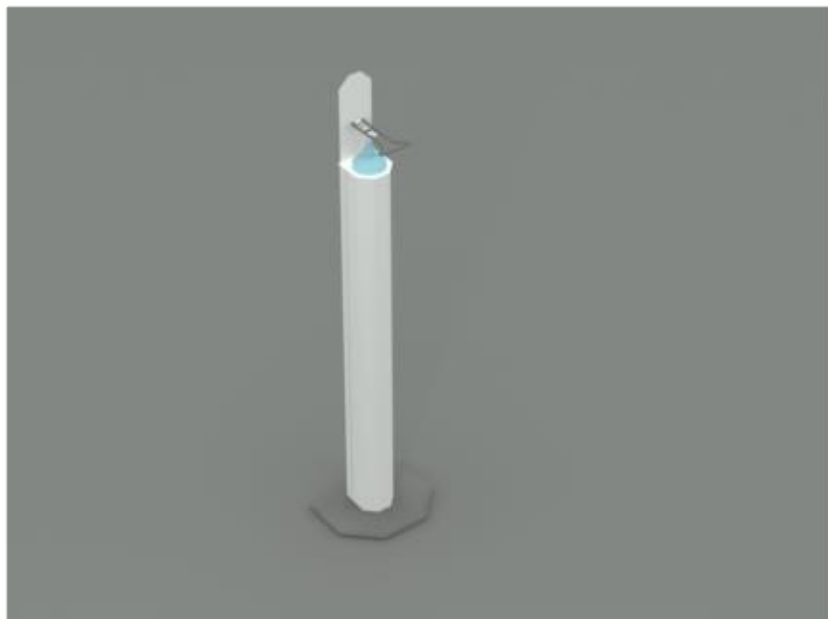


Foto4



Foto2



Foto3

Partnering Opportunity

Profile status : Published

Business Offer

COVID-19: Seeking distributors for an accurate and sensitive PCR test for the detection of SARS-CoV-2

Summary

A UK molecular diagnostics company working in the fields of infectious disease, cancer diagnostics and personalised medicine has developed a sensitive PCR (polymerase chain reaction) test for Covid-19 (coronavirus). The COVID 19 detection kit is CE-IVD (In-Vitro Diagnostic Devices Directive) marked and is for professional use only. They are seeking distributors for the kit, which is already being distributed in France & the Czech Republic, from industry and government via distribution agreement.

Creation Date	03 July 2020
Last Update	13 July 2020
Expiration Date	14 July 2021
Reference	BOUK20200703001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a26c8afc-21fe-46a3-91fc-137fb9c786a2

Details

Description

The UK company provides simple, reliable and effective solutions to aid the accurate diagnosis of diseases and improvement of patient management. All the products are designed and produced to work on the most commercially available detection systems to enable a rapid introduction into molecular diagnostics laboratories. They have developed a strong IP portfolio including three patent protected PCR-based technologies that have modernised molecular diagnostics in the fields of infectious disease (papilloma, respiratory), cancer (liquid biopsy via circulating tumour DNA), and personalised medicine (right drugs for best outcome).

Their molecular diagnostic solutions are supplied to several countries (China, France, Czech Republic, Mexico,

Malaysia and parts of the Middle East).

The company has developed a CE-IVD solution based on RT-qPCR technology for the detection of COVID-19 (COVID-19 detection kit) that has been independently validated by PHE (Public Health England) and FIND (Foundation for Innovative New Diagnostics, Switzerland). Their kit has been designed to detect two RNA targets of SARS-CoV2 (ORF1ab and N gene) as well as an endogenous human gene for sample integrity and PCR controls. The limit of detection is between 10 and 100 copies per reactions and specificity between 99 and 100%.

The company have already found distributors in France and the Czech Republic and are seeking new partners for their kit, from companies or government agencies seeking fast and reliable tests for the presence of Covid-19 infection, via distribution agreement.

Advantages and innovations

- Real-time reverse transcription polymerase chain reaction (rRT-PCR) test
- Validated using nasopharyngeal swabs, the test has been designed to detect SARS-CoV-2 in oropharyngeal swabs, anterior nasal swabs, nasal washes and nasal aspirates
- Open system and compatible with real-time PCR platform commonly found in testing facilities, validated on two platforms
- Easy assay set-up with only four tubes at room temperature and even at 30°C
- Compatible with High-throughput robotics system
- Use of human DNA amplification in CY5 channel as internal control for sample cellularity and PCR inhibition
- Highly sensitive with LOD at 10 copies

Stage of development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Other

Keywords

Technology

06001005 Diagnostics, Diagnosis

Market

05001001 Diagnostic services

05001002 In-vitro diagnostics

NACE

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

Q.86.9.0 Other human health activities

Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2011

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Chinese
French
Arabic

Client Country

United Kingdom

Experience

The UK company also supplies oncology kits based on Next Generation Sequencing technology.

Partner Sought

Type and Role of Partner Sought

Type: Industry/government

Activity: The distribution of testing kits, in particular for Covid-19

Specific role of partner sought: Distribution of the Covid-19 pcr test (NB: this is not an antibody test).

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

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

COVID-19: Hand hygiene product in aerosol with antibacterial ingredients developed by a Czech cosmetics family company offered for distribution

Summary

A Czech family company, producer of cosmetics with hemp oil, responding to the COVID 19 pandemic, has in collaboration with dermatologists, developed a hand hygiene product in aerosol with antibacterial and antivirus ingredients and 83 % of alcohol that effectively helps in the fight against them. The company is looking for distributors or wholesalers of hygienic products and cosmetics for concluding distribution services agreement.

Creation Date	24 April 2020
Last Update	27 April 2020
Expiration Date	28 April 2021
Reference	BOCZ20200422001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/ec5baac2-8400-4b89-9567-403bb2b1032c

Details

Description

A family company based in Czech Republic producing natural cosmetics with hemp oil has in response to the COVID 19 pandemic developed a hand hygiene product containing 83% of alcohol and peroxide, glycerine and other substances, which in combination ensure proper hand hygiene, leaving a scent of lemon.

The product formulation meets the current needs of increased hygienic requirements. It cleanses hands without the use of soap and water and helps to keep the skin free of unwanted bacteria and viruses in general. The product ensures that the hand skin does not dry out and an unpleasant film is not left on the skin. The product is

applied by spraying on hands and allowed to dry. The product is registered as cosmetics in the EU cosmetic products notification portal and complies with the safety requirements specified in Regulation (EC) No 1223/2009 of the European Parliament and of the Council on cosmetic products. The claims on the label are in full compliance with the EU law.

Product packaging, storage and supply:

There are about 1000 doses in the package, corresponding to 0.15 ml of the preparation per one dose.

The product is supplied in a 150 ml disposable plastic packaging, height 163 mm, width 45 mm, net weight 130 g, gross weight 152 g. Storage at 5 - 25 ° C. There are 18 pieces in a carton, 21 cartons in one layer on the pallet, a possibility of folding into 7 layers. The supply capacity is sufficient to promptly meet the demand.

The company is looking for distribution partnerships with wholesalers or distributors of hygienic products and cosmetics. Preferred are e-shops, hygienic products sellers and pharmacies. In case of a long-term cooperation, the product will be supported by leaflets in an appropriate language version. Distribution services agreement as a cooperation type was selected as it represents collaboration with companies interested in adding this new product to their portfolio. A long-term commitment is expected as well as a flexible B2B customer-supplier relationship.

Advantages and innovations

- the product does not cause skin dryness
- it does not leave an unwanted film on the skin
- an aerosol packaging allows an even application on the hands
- the solution leaves a pleasant lemon scent
- the product is registered as cosmetics, not biocide
- unlike other cosmetic products this product has a safety data sheet

Stage of development

Already on the market

IPR Status

Secret Know-how

Keywords

Technology

06001018	Virus, Virology/Antibiotics/Bacteriology
06001021	Single Use Products and Consumer Goods

Market

05007007	Other medical/health related (not elsewhere classified)
07004002	Health and beauty aids

08001019

Speciality/performance chemicals

NACE

C.20.4.2

Manufacture of perfumes and toilet preparations

C.20.5.3

Manufacture of essential oils

Open for EOI: **Yes**

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

Client Country

Czechia

Partner Sought

Type and Role of Partner Sought

Sought are distributors or wholesalers of hygienic products and cosmetics. Potential partners as e-shops, hygienic products sellers and pharmacies are expected to distribute the product under the brand name of the Czech company.

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

Attachments



Hand hygiene product

Partnering Opportunity

Profile status : Published

Business Offer

UK company with an innovative solution to learn Arabic online is looking for distributors

Summary

UK e-learning start-up offering innovative online Arabic language teaching is looking for distributors of Ed-tech solutions to organisations offering Arabic language learning to migrants, universities and the educational institutions.

Creation Date	17 August 2020
Last Update	24 August 2020
Expiration Date	25 August 2021
Reference	BOUK20200817001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/bcacdf6b-225f-4fb0-9bd0-6d827a024d28

Details

Description

The UK company has developed an e-learning platform which allows learners of Arabic as a foreign language to experience learning this language in a transformative and interactive way.

Having secured international partnerships with reputable organisations to provide the content of the course, the standardised curriculum offers results-orientated learning of Arabic language.

It also offers custom services to support B2B e-learning needs of Arabic language and an advanced EdTech online platform which will be attractive to academic insitutions, universities and educational centres offering Arabic

teaching to migrants.

The e-learning platform is based on curriculum levels which are accessed via the platform which is subscription based.

The company is looking for distributors of EdTech solutions or direct suppliers to Universities, educational centres with language learning provision for foreigners, public authorities focussed on building and integration of local communities who are interested in diversifying the way they teach Arabic.

Advantages and innovations

The UK company's online learning solutions unique selling point is the qualifying curriculum and methodology that follow globally recognised language learning standards.

It uses an e-learning and EdTech tool that has not previously been used before to teach Arabic language online with a focus on an interactive self-study engaging experience.

The online course content is derived from the input from academic experts specialised in Arabic language as opposed to other Arabic learning curriculum that lacks any standardised quality.

The Moodle-type (Modular Object-Oriented Dynamic Learning Environment) content includes live conversation classes delivered on the platform. Currently it is difficult to find Arabic language teachers that are qualified or academically trained to deliver online learning. Teachers joining the platform are trained by recognised partners and native speakers.

The platform also aims to fulfil the need to train Arabic Language teachers online. There are 200 million speakers of Arabic as a second language, in addition globally, it is the fourth most spoken language in the world.

Current geopolitical context and migration patterns highlight the need to offer Arabic language teaching for help migrants and their families integrate in communities.

Covid 19 has also brought new and increased opportunities for online learning, foreign languages included. The business model used by the company enables control of its innovation and quality.

The company is actively seeking investment to incorporate innovative solutions, such as AI and VR to personalise the learning experience.

Stage of development

Available for demonstration

IPR Status

Copyright

Profile Origin

COSME

Keywords

Technology

11002

Education and Training

Market

02007005

Communications/networking

02007010

Education software

02007018

Natural language

NACE

P.85.6.0

Educational support activities

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Creative Industries
ICT Industry and Services
Tourism and Cultural Heritage

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2018

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
Arabic

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Suitable partners will have secure and ongoing distribution networks with the educational sector either to educational institutions or direct to universities under a distribution services agreement.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Attachments

> BOOK A LIVE GROUP CLASS <

> PLACEMENT TEST <

LEVELS OF STUDY

> Subscribe <

LEVEL 0



View all units

LEVEL 1



View all units

LEVEL 2



View all units

LEVEL 3 



Content to be ready soon

LEVEL 4 



Content to be ready soon

LEVEL 5 



Content to be ready soon

LEVEL 6 



Content to be ready soon

View of Units

COURSE OVERVIEW

▼ All (except removed from view) ▼ 📅 Last accessed ▼ 📄 Summary ▼

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	LEVEL 0 Absolute Beginner Level 0 - PRE A1 UNIT 7	<div style="width: 14%;"><div style="background-color: #0070C0; height: 10px;"></div></div> 14% complete	⋮
	Main Subscribers Access category		

Overview

Ref: BOUK20200817001

Partnering Opportunity

Profile status : Published

Business Offer

German SME is looking for a distributor for disinfection towers

Summary

A Northern German family-owned enterprise offers disinfection towers suitable for facilities with high public traffic. The devices come with who recommended Lerasept disinfection liquid suitable for COVID 19 protection. Customers enjoy easy handling, enduring usability, easy refill as well as deliverance and maintenance by the company itself. Targeted distributors should be capable of canvassing for public administrations, health services and highly staffed industries.

Creation Date	16 June 2020
Last Update	17 July 2020
Expiration Date	18 July 2021
Reference	BODE20200609001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/beae9496-d32e-4fde-9e44-a471032548e7

Details

Description

The dispensers provide safe and touch-free operation through an infrared sensor including a lockable base cabinet. The disinfection liquid Lerasept used in the dispenser was especially designed for hygienic hand disinfection purposes capable of protecting from COVID 19 viruses. Its effectiveness is proven by the WHO. This liquid is supplied in 5 liter containers with patented quick connection for clean and quick connection of the disinfectant.

Due to its exceptionally high capacity of 20 or 45 liters the disinfection tower stands out far from conventional disinfectant dispensers. For the daily use it means 15000 doses of disinfection liquid are provided before refilling.

Fewer refills mean lower labor costs which means this disinfection device pays off after only a few applications. Furthermore, spacious 5 liter refill containers avoid large amounts of packaging materials and are environmentally friendly in this way.

The device is entirely produced and assembled in Germany. This means there are no dependencies from overseas suppliers.

In addition, the company is capable of providing white labeling. Moreover, an illuminated column raises the attention of individuals passing that particular point in a building.

As an additional service, the company offers special guarantee agreements and long-term maintenance provision.

The company is looking to establish a distribution services agreement.

Advantages and innovations

- 45 liters storage capacity for disinfection Liquid;
- up to 15.000 doses;
- direct attention through an illuminated column;
- WHO recommended Lerasept disinfection liquid;
- combination of device deliverance and maintenance plus long-term provision of disinfection liquid from one source

Stage of development

Already on the market

IPR Status

Other

Keywords

Technology

06001001	Biostatistics, Epidemiology
06001008	Environmental Medicine, Social Medicine, Sports Medicine
06001021	Single Use Products and Consumer Goods

Market

05004004	Medical instruments
05007007	Other medical/health related (not elsewhere classified)

NACE

Q.86.9.0	Other human health activities
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Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Other

Year Established

2009

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
German

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

Partners should have a network of customers from the following sectors: sales, manufacturing, business, public transit, administration on facilities with high public or staff traffic. These might be hospitals, shopping malls, department stores, super markets, public administrations, railway stations and airports. For the disinfection tower producer it is desirable that the distributor has a particular affinity to health issues.

Type and Size of Partner Sought

>500 MNE

Type of Partnership Considered

Distribution services agreement

Attachments



main product, door closed (Desinfektion is not a brand name but the German term for disinfection)



main product, door opened (Desinfektion is not a brand name but the German term for disinfection)

Partnering Opportunity

Profile status : Published

Business Offer

COVID 19: A Lithuanian manufacturer of protective single-use and reusable clothing is looking for distributors and is offering manufacturing services

Summary

The textile company from Lithuania is specialized in the production of protective single-use and reusable clothing: gowns, overalls, aprons, hoods, masks. The company is seeking to expand with products abroad more, therefore, is looking for trade intermediaries to work under a distribution services agreement and is offering to potential partners a manufacturing agreement as well.

Creation Date	29 June 2020
Last Update	29 June 2020
Expiration Date	30 June 2021
Reference	BOLT20200609001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/31cb476e-b22b-4834-8a95-0de0c4a2ceeb

Details

Description

The Lithuanian textile company is in the market since 1940. It is specialized in the production of womenswear mostly but it extended activities with the new area now - protective clothing manufacturing. The company is producing single-use and reusable protective products such as gowns, overalls, aprons, hoods, protective masks. Products are ISO9001:2015 certified, made from polycotton or light non-woven water repellent fabric.

Main protective products are:

- Masks, reusable, made from medical fabric (65% polyester, 35% cotton), various colors and styles:

- * single layer
- * double layer
- * double layer with pocket inside
- Overalls:
 - * Single-use waterproof overall with zipper (non-woven fabric)
 - * Reusable overall made from medical fabric, with zipper (65% polyester, 35% cotton)
- Gowns
 - * Single-use waterproof gown with zipper (non-woven fabric)
 - * Reusable gown made from medical fabric, with zipper (65% polyester, 35% cotton)
- Hoods:
 - * Reusable hood made from medical fabric (65% polyester, 35% cotton)

The company also offers protective products made from fabrics that meet EN14126:2003EN or EN13795:2019 standards. These products are now being tested with BSI (British Standards Institution) to obtain a CE stamp.

Main certified protective (non-sterile) products are:

- Isolation gowns: single-use and reusable.
- Suits: single-use and reusable.
- Aprons: single-use and reusable.
- Hoods: single-use and reusable (each consists of 2 models: with ties for fastening and better adjustment or elastic around the head for a better fit) and reusable.

Specification of fabrics are used in production:

Disposable fabric:

- Non-Woven, 100g/m², meets EN14126:2003 standard
- 50% Polypropylene, 50% Polyester
- Latex-free
- Anti-static
- Low linting
- Fluid resistance

Reusable fabric:

- 99% Polyester 1% Carbon, 84 g/m², meets EN13795:2019 standard
- Latex-free
- Anti-static
- Low linting
- Fire resistance
- Fluid resistance.

Being able to offer competitive, quick services and huge manufacturing capacities, the company feels the demand to attract new foreign customers (other sewing companies protective clothes final users - hospitals, laboratories, food processing companies, etc.) and is willing to offer manufacturing services to them.

The company is looking for trade intermediaries for its manufactured products as well and is offering to work under a distribution agency agreement.

Advantages and innovations

- Know-how and more than 70-years of experience in the textile sector.
- A wide spectrum of services: materials source, construction, patterns grading, samples sewing, embroidering, pleating, logistics and etc.
- Developed cutting and design department: state-of-the-art Lectra System, including 3D fitting.
- A large range of different types and sizes (S, M, L, XL, XXL) of protective clothing.
- Top-quality guarantee. There is a very strict quality control system during all processes of production.
- Production capacity - up to 500 000 pcs. per month (depends on the product type).
- Production cycle takes 2-4 weeks after the reception of materials.

- MOQ (Minimum Order Quantity) depends on product complexity.
- Work on CMT (Cut-Make-Trim), RMG (Ready-Made-Garment) bases, Private label.
- Full process realization from the idea to the ready-made-product.
- No limit for sewing fabrics in general.
- Working according to The Ethical Trading Initiative Base Code.
- A member of Sedex (Sedex members include many of the world's most recognizable brands, as well as thousands of factories, producers and industry experts).

Stage of development

Already on the market

Comments Regarding Stage of Development

The manufacturer exports more than 90 % of its products.

IPR Status

Secret Know-how

Keywords

Market

07004001 Clothing, shoes and accessories (including jewellery)

NACE

C.13.9.9 Manufacture of other textiles n.e.c.

C.14.1.2 Manufacture of workwear

C.14.1.3 Manufacture of other outerwear

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Textile and Fashion

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1940

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Russian
Lithuanian

Client Country

Lithuania

Partner Sought

Type and Role of Partner Sought

The Lithuanian company seeks to expand with protective clothes abroad more. It seeks to find new business partners: other sewing companies, protective clothes final users (hospitals, laboratories, food processing companies, etc.). The company is willing to offer its services under manufacturing agreement to them.

The company is looking for trade intermediaries (protective clothes distributors, pharmacy nets, hospital suppliers, etc.) for its manufactured products as well and is offering to work under a distribution agency agreement.

Long-term cooperation and keen knowledge of the local market are preferable.

Type and Size of Partner Sought

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

Type of Partnership Considered

Manufacturing agreement
Distribution services agreement

Attachments



Protective clothing

Partnering Opportunity

Profile status : Published

Business Offer

COVID-19 Italian manufacturer offers filtering facemasks for general public use

Summary

An Italian textile SME is producing filtering face masks for use by people in public spaces, while maintaining social distancing. The masks are sewn in the company's plant in central Italy with three layers of non-woven fabric and elastic. They can be washed at 60° up to 5 times. The company has masks available for immediate shipment to partners through a distribution services or commercial agency agreement.

Creation Date	04 May 2020
Last Update	06 May 2020
Expiration Date	07 May 2021
Reference	BOIT20200504001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/d867e5c7-84d8-4874-98b9-be367b27358e

Details

Description

The company has been producing clothing since 1979 and has adapted its production in response to the COVID crisis.

It produces the masks in its own facility, using three layers of 30 GR/M2 non-woven fabric and OEKO-TEX STD 100 certified elastic. The masks are manually sewn, with elastic running across the top and bottom edges for high facial conformity, comfort, good breathing and high air filtration. The two sides are finished with a sewn polyester tape.

The dimensions of the masks are 18 cm wide by 11.5 cm high, to cover the wearer's nose and mouth; one size fits all.

The design and production of the masks are compliant with Italian Legislative Decree of 17 March 2020, n.18 and in accordance with the indications of the Italian Ministry of Health circular 0003572-P-18/03/2020.

The masks are intended for use by the general public when on streets, transit, shops, etc., as part of sensible precautions including social distancing. They are not certified for hospital or other medical use.

The company has a supply of masks ready to ship. It seeks partners to offer the masks outside Italy through a distribution services agreement or commercial agency agreement. The goal is to reach consumers in other countries through wholesale and/or retail channels.

Advantages and innovations

The masks are well-fitting and comfortable. They can be washed at 60° up to 5 times. The company is able to fill orders immediately, from existing stock, shipping from central Italy. Their production capacity is 40,000 pieces per week.

Stage of development

Already on the market

Keywords

Technology

03005004

Finisher related to Textiles Technology

Market

07004002

Health and beauty aids

07004008

Other consumer products

NACE

C.13.9.5

Manufacture of non-wovens and articles made from non-wovens, except apparels and textiles

C.14.1.9

Manufacture of other wearing apparel and accessories

C.32.9.9

Other manufacturing n.e.c.

Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1979

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

Distribution and commercial agency partners are sought to offer the masks through retail and/or wholesale channels in their own territories, in order to reach the general consumer 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
Commercial agency agreement

Attachments



Three-layer filtering mask for consumer use

Three-layer filtering mask for consumer use

Ref: BOIT20200504001



The masks are sewn with elastic across the top and bottom for comfortable, close fit

Partnering Opportunity

Profile status : Published

Business Offer

COVID- 19: Spanish health and safety company offers solutions to mitigate Covid-19 impacts on tourism to destination service providers for subcontracting.

Summary

Spanish consultancy specialist in health, hygiene, safety, remote auditing and training for the global tourism industry offers an integral ad-hoc solution to support destination suppliers to implement the necessary protocols in order to ensure a safe hygiene response to the post-Covid-19 period. A recognised certificate of Covid-19 hygiene response can be issued to restore confidence to travellers and tour operators. The partnership agreement is sought in terms of subcontracting.

Creation Date	06 May 2020
Last Update	06 May 2020
Expiration Date	07 May 2021
Reference	BOES20200421001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b99752a9-6528-4aa9-9b8c-4913a4ac6147

Details

Description

The Spanish company in the field of health and safety with experience in areas such as customer satisfaction, sustainability, claims management and services for professional kitchens (amongst others) has physical presence in 22 countries, over 55 destinations, with a portfolio of more than 600 clients.

The approach of the solutions to mitigate the Covid-19 impacts on tourism encompasses four main areas:

1. Restarting recommendations. Advice and review of key health and safety areas in hotels and other accommodation providers in travel and tourism that have been in lockdown for a period of time.

Following the lockdown period, accommodation providers will need to ensure that all health and safety procedures are in place and are operating correctly.

Nonetheless, particular areas will require more attention, such as fire safety, gas safety, food hygiene, water systems, staff policies, pool hygiene and safety, sewage plant treatment and wastewater used for irrigating gardens, laundry and pest control.

2. Covid-19 preventative measures. Specific advice with regards to the prevention or mitigation of the spread of Covid-19 and how to respond in case of suspected or actual cases.

The recommendations and protocols are specifically addressed to prevent or mitigate the potential spread of Covid-19 amongst holidaymakers and staff.

These protocols are not new. They have been applied for many years in the prevention of the spread of illness in hotels, cruise ships, and other enclosed environments, and have been proved very effective. The company has included recommendations specific to the current Covid-19 pandemic, integrating WHO (World Health Organisation) recommendations and additional advice from the company international panel of experts.

3. Inspection/audit to verify that hotels and other destination suppliers have applied the recommendations and preventative measures correctly.

The inspection serves as a report, highlighting any defective areas where the supplier should take corrective measures. Customised recommendations are given, and a final grade awarded, which will indicate whether required standards are in place.

The inspection could be carried out:

- a) By means of a physical audit where an expert visits the premises and inspects all areas.
- b) By means of a responsible self-assessment questionnaire (RSAQ), in addition to a remote validation procedure.

The company's own technology app will assist with self-assessments and physical audits, and to manage output information. The app is a complete audit and analytics platform.

4. A certification scheme. Certificates will be issued once the establishments achieve the required standard.

Hotels and destination suppliers will be able to use this certificate for any promotional campaigns aimed at clients and tour operators. The certificate will be backed up by a transparent declaration of the criteria used and the preventative areas covered. This may be accessed by way of QR codes on the certificates, as well as links on their websites and other promotional channels.

This certification will contribute greatly to restoring travellers and tourism industry confidence.

Focused on the company business growth strategy, the cooperation type envisaged is subcontracting, in order to deliver to the destination service provider a long-term agreement to ensure that all health and safety procedures are in place and operating correctly. In fact, this aspect is particularly relevant due to the Covid-19 global health concerns.

Advantages and innovations

The solution covers all essential procedures in order to ensure a safe hygiene response to the post-Covid-19 period.

Furthermore, the recognised "Certificate of Covid-19 hygiene response" could be used in promotional and marketing campaigns by hoteliers and tour operators, as well as other service providers, to return assurance to tourists and tour operators.

The methodology has a quick and easy roll out and is global since the processes have been already tested in other areas of health and safety in many countries, over the course of several years.

Travellers and holidaymakers will have access to transparent information regarding accommodation and destination suppliers and implemented and verified preventative measures, while contributing to a rapid recovery of the tourism sector.

Stage of development

Already on the market

Comments Regarding Stage of Development

-

Profile Origin

Private (in-house) research

Keywords

Technology

01004016	Analysis Risk Management
01004017	Work Hygiene and Safety Management
06005003	Health information management
10001002	Assessment of Environmental Risk and Impact

Market

07005002	Other restaurants
07005003	Hotels and resorts
07005005	Travel agencies and services

NACE

M.71.2.0	Technical testing and analysis
Q.86.9.0	Other human health activities

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Tourism and Cultural Heritage

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

2004

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

The type of partner sought is a destination service supplier such as hotel groups, hotel associations, accommodation services providers, as well as other tourism services providers. More specifically the partner is specialised in the hotel industry.

The role of the partner will be to implement all necessary protocols (transfer of knowledge) in order to ensure a safe hygiene response to the post-Covid-19 period with the assistance and support of the company by means of a subcontracting agreement.

Type and Size of Partner Sought

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

Type of Partnership Considered

Subcontracting

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

Covid -19 – UK SME has developed a remote health app for performing first stage diagnostics and prevents the spread of infectious diseases and viruses seeks commercial agency and joint venture partners.

Summary

A UK Midlands based SME who specialise in bio technology has developed a remote diagnostic health app which is used to perform first stage diagnostics between the patient and the doctor. The app also prevents the transfer of infectious viruses and diseases such as Covid-19 through the use of high definition image and sensor technology. The company is seeking a commercial agency agreement with routes to market and/or a joint venture partner with expertise and access to the healthcare sector.

Creation Date 07 April 2020

Last Update 08 April 2020

Expiration Date 08 April 2021

Reference BOUK20200407001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e8b746f6-21f2-4fc6-91e7-8e5918ce936e>

Details

Description

A UK based bio tech SME has developed a novel and innovative high definition video consultation platform to enable healthcare providers to carry out the first stage diagnostics, post-treatment care, coaching and mentoring in a safe and convenient way.

Ref: BOUK20200407001

Page 86 of 178

Exported: 26 August 2020



With IoT (Internet of Things) technology such as smart mobile phones available in almost every household today, first stage diagnostics can be done either by your own doctor or a global one giving quicker access to medical treatment and intervention and also reducing waiting times and pressures that the health service providers are challenged with.

The aging population needs more access to the health experts locally which in many places around the world can be limited or very difficult to access. Health resources around the world are getting more and more overloaded as the population lives longer; most visits to a surgery are for minor issues and can be easily dealt with by nurses and pharmacies using a health app like this where first stage diagnostics can be done.

The application also prevents the transfer of infectious diseases such as COVID-19 by allowing high definition remote consultations and diagnostics.

The UK SME is currently in discussions with a major mobile communications and consumer electronics company based in Finland to take their platform to the next stage which will involve using personal health parameters set for each patient which will be detected using sensor technology.

The SME is open to discussions with organisations who have experience and expertise within the health care sector and have access to the market via a commercial agency or a joint venture agreement.

Advantages and innovations

Quick and easy access to medical advise and intervention.

Reduces spread of infectious viruses and diseases.

Eliminates the need for a patient to travel to a medical centre which helps reduce Co2 emissions and city congestion.

Technical Specification or Expertise Sought

The SME is seeking organisations with experience and access to the healthcare market to enable the scalability capability via a commercial agency with routes to market and/or a joint venture partner agreement.

Type of partners they are looking for are:

Health insurers,
Health trusts,
Medical centres,
Hospitals,
Private/public clinics
Consultants

Stage of development

Already on the market

Comments Regarding Stage of Development

The diagnostic app is already in the market being used by 3 hospitals in India and in the Middle East.

IPR Status

Secret Know-how, Trade Marks, Copyright

Comment Regarding IPR status

The software is protected via copyright protection.

Trade Mark has been applied for.

Keywords

Technology

06001005	Diagnostics, Diagnosis
06001007	Emergency medicine
06001013	Medical Technology / Biomedical Engineering
06001018	Virus, Virology/Antibiotics/Bacteriology

Market

05004005	Diagnostic equipment
05007004	Monitoring equipment
05007006	Computer-aided diagnosis and therapy

NACE

Q.86.1.0	Hospital activities
Q.86.2.1	General medical practice activities

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare
ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2017

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Experience

Additionally it eliminates the need for a patient to travel to a medical centre which helps reduce Co2 emissions and city congestion.

Partner Sought

Type and Role of Partner Sought

Organisations that have experience and a track record in the healthcare sector who can offer routes to market and commercialisation via a commercial agency or joint venture agreement. For joint venture partners experience of application development and validation would be useful but not crucial.

Type of partners sought or considered are: health insurers, health trusts, medical centres, hospitals, private/public clinics and consultants.

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10,>500 MNE, 251-500, SME 51-250, >500

Type of Partnership Considered

Commercial agency agreement
Joint venture agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

A French company offers hydroalcoholic gel dispensers for distribution services agreement

Summary

A French company specialized in construction and public works, has developed, responding to the COVID 19 pandemic, a range of hydroalcoholic gel dispensers for hygienic treatment of hands dedicated to construction sites or offices.

The company is looking for distributors or wholesalers of hygienic or office products for a distribution services agreement.

Creation Date	06 July 2020
Last Update	25 August 2020
Expiration Date	26 August 2021
Reference	BOFR20200706001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/e4a6ae82-68b3-4bd9-aae4-d3bb9d3d3cb5

Details

Description

A French company specialized in construction and public works, has adapted its production in response to the COVID 19 pandemic. The company produces a range of hydroalcoholic gel dispensers for hygienic treatment of hands. The dispenser delivers a dose of hydroalcoholic gel by foot operated without hand contact. The dispenser is 100% mechanic and universal, is compliant with different gel refills.

The range consists of two standard products with customizable branding interface.

One robust product dedicated to construction or industrial sites is made of Akyboard (polypropylene)

One design product dedicated to offices, shops, restaurants or agencies is made of dibond (aluminium).

Specifications

Colour: White, black or grey

Warranty : 2 years

Type of soap: Hydroalcoholic gel

Dimension: Height 100 cm, Width 25 cm, Depth 25 cm

Material: Dibond (Aluminium) or Akyboard (polypropylene)

The company is looking for distribution partnerships with wholesalers or distributors of hygienic, offices or construction products. In case of cooperation, the product will be supported by leaflets in an appropriate language version.

Advantages and innovations

The dispenser offers a customizable branding interface.

The product is universal and compliant with different pump dispensers (500ml, 1l and 5l).

With a compact design and 100% mechanic, the product is easily transportable and suitable for small installation.

Made of Aluminium or polypropylene, the dispensers can be readily cleansed and disinfected.

Stage of development

Already on the market

Keywords

Market

05007007	Other medical/health related (not elsewhere classified)
07004005	Furnishing and Furniture
07004008	Other consumer products
08003007	Other industrial equipment and machinery
08005	Other Industrial Products (not elsewhere classified)

NACE

C.22.2.1	Manufacture of plastic plates, sheets, tubes and profiles
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Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2012

Turnover

<1M

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
French

Client Country

France

Partner Sought

Type and Role of Partner Sought

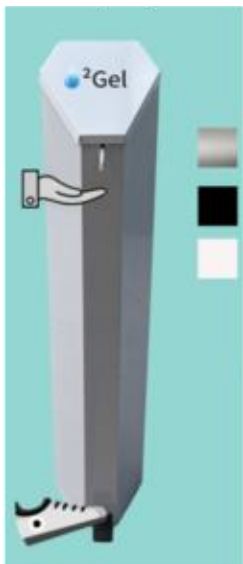
The company is looking for distribution partnerships with wholesalers or distributors of hygienic, offices or construction products. In case of cooperation, the product will be supported by leaflets in an appropriate language version.

Type of Partnership Considered

Distribution services agreement

Attachments

Gel dispenser for offices,
shops or agencies



Gel dispenser for
construction sites



Gel dispensers

Partnering Opportunity

Profile status : Published

Business Offer

Belgian company specialised in pharmaceutical products and medical devices is looking for distributors and is offering subcontracting

Summary

The Belgian company is specialised as import/export commercial agency in the pharmaceutical sector. It is looking for partnerships with distributors to sell OTC pharmaceutical and parapharmaceutical products and medical devices. It is also offering subcontracting agreements to laboratories and pharmaceutical companies looking for manufacturers. The company is looking for franchisees for medical devices.

Creation Date	16 June 2020
Last Update	25 June 2020
Expiration Date	26 June 2021
Reference	BOBE20200609001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/eae61096-bee1-49e6-b919-94dec4193c21

Details

Description

The Belgian company created in 2013 is a import/export commercial agency specialised in the distribution and selling of pharmaceutical products (Over the counter and parapharmaceutical products) and medical devices to pharmacies and hospitals. The company has a large commercial network in different European countries with offices in France, Germany, Belgium, Finland and Netherlands.

The different phases of the development of the company are the following:

Ref: BOBE20200609001

2013: creation of the company with market access services
 2014: sales and marketing services to promote and sell Rx (prescription) and OTC (over the counter) products
 2015: software service for compliance and data management in healthcare sensitive data
 2016: HR service in recruitment for pharmaceutical and hospitals sales representatives
 2018: outsourcing services of both dedicated and syndicated teams
 2019: supply chain with 4 warehouses in EU (France, Belgium, Netherlands and Finland) to source, sell and distribute medical materials for hospitals and pharmacies.

The company has agreements with manufacturers and is offering subcontracting agreement to laboratories and pharmaceutical companies looking for manufacturers for their products.

The company is looking for distributors of pharmaceutical products (only OTC, no prescription medications) and of medical devices.

The company owns a franchise for medical devices like thermometers (classic or infra red), surgical gloves, masks, Covid tests, sterile medical equipment and it is looking for franchisees for these devices in its target countries. These products can also be distributed by distributors not interested by a franchise agreement.

Advantages and innovations

The company has a large network of partners manufacturers of pharmaceutical products and medical devices. The company has a large European network, with 5 offices in France, Germany, Belgium, Netherlands and Finland. It is introduced in more than 400 hospitals database in Europe.

Keywords

Market

05004004	Medical instruments
05004006	Surgical instrumentation and equipment
07004002	Health and beauty aids

NACE

C.21.1.0	Manufacture of basic pharmaceutical products
G.46.7.6	Wholesale of other intermediate products

Open for EOI: **Yes**

Dissemination

Restrict dissemination to specific countries

Austria, Finland, France, Germany, Luxembourg, Netherlands, Norway, Sweden, Switzerland

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2013

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch
German
French
Spanish

Client Country

Belgium

Partner Sought

Type and Role of Partner Sought

The first type of partner must be a company specialised as distributor in the pharmaceutical sector.

Another type of partner are laboratories or pharmaceutical companies looking for a partner to subcontract the production or a part of it.

Finally, the company is looking for franchisees for medical devices in the target countries.

Type and Size of Partner Sought

SME 11-50

Type of Partnership Considered

Distribution services agreement

Subcontracting

Franchise agency agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Offer

French SME is looking for distributors for its innovative anti-fog mask accessory

Summary

The French SME based in the North of France was established in 1947. They are specialized in industrial subcontracting. Faced with the COVID-19 crisis, they developed an innovative accessory to prevent the appearance of mist on the glasses when wearing a mask. The company aims to expand internationally worldwide with local partners to distribute this accessory. The company is also interested by a commercial agency agreement, licensing and manufacturing agreement.

Creation Date	10 July 2020
Last Update	24 July 2020
Expiration Date	18 July 2021
Reference	BOFR20200629002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b85e1c3d-c16c-4531-bbfa-9e63731ed3a1

Details

Description

This company was created in 1947. They are specialized in industrial subcontracting (metallic workshop, cutting, painting).

To protect their employees from the COVID-19, the company created an innovative product. This accessory has been on the market for three months and the invention is protected.

It's a clamp that can be attached to surgical masks or tissue masks to avoid fogging on the glasses and be better protected from the risk of diseases.

The company has created two different clamps depending on the type of mask to equip:

- A stainless steel clamp to sew on fabric masks. They can resist to the washing machine and are reusable for life.
- An Adhesive clamp for surgical masks. They are disposable and can be reused on several masks.

The company creates and manufactures its own products and is looking for companies to distribute its products.

The company is looking for distributors and commercial agents from SME's, large companies or public institution.

The company is also interested by production licensing linked with distribution agreement to offer to partners the manufacturing of the product directly on the international market.

Targetted sectors are very large including personal protective equipment distributors, healthcare devices distributors, consumer related products distributors, COVID safety products suppliers for professional and consumers.

This commercial collaboration is without location limitation as the COVID is spreading worldwide.

Advantages and innovations

The most important advantages and innovations are :

- Increase airtightness of the mask
- Avoid mist on glasses
- Increase the efficiency of the upper part of the mask
- Avoid touching the mask to replace it
- Makes wearing mask more comfortable
- products with a special design, high quality and functionality

Stage of development

Already on the market

Comments Regarding Stage of Development

Already on the market

IPR Status

Design Rights, Patents granted, Copyright, Other

Profile Origin

Other

Keywords

Technology

02007001

Adhesives

02007008

Iron and Steel, Steelworks

03005004 Finisher related to Textiles Technology
11009 Creative products

Market

08005 Other Industrial Products (not elsewhere classified)
09004008 Other manufacturing (not elsewhere classified)

NACE

F.43.1.2 Site preparation
F.43.2.9 Other construction installation
F.43.3.4 Painting and glazing
F.43.3.9 Other building completion and finishing

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Creative Industries
Healthcare
ICT Industry and Services
Retail

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

1947

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French

Client Country

France

Partner Sought

Type and Role of Partner Sought

The French company is looking for distributors and commercial agents to sell its innovative product. Targetted sectors are very large including personal protective equipment distributors, healthcare devices distributors (masks particularly), consumer related products distributors, COVID safety products suppliers for professional and consumers.

The company is also interested by production licensing linked with distribution agreement to offer to partners the manufacturing of the product directly on the international market.

Type and Size of Partner Sought

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

Type of Partnership Considered

License agreement
Manufacturing agreement
Distribution services agreement
Commercial agency agreement

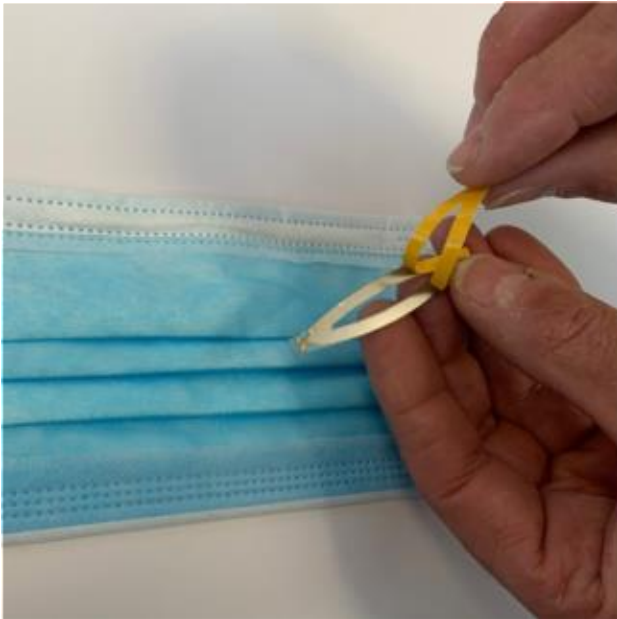
Attachments



model wearing the anti-fog accessory with the surgical mask



Exemple of the way to install the disposable adhesive solution on the surgical mask



Example of a "disposable" adhesive solution for surgical masks (1)



model with glasses, without the anti-fog accessory



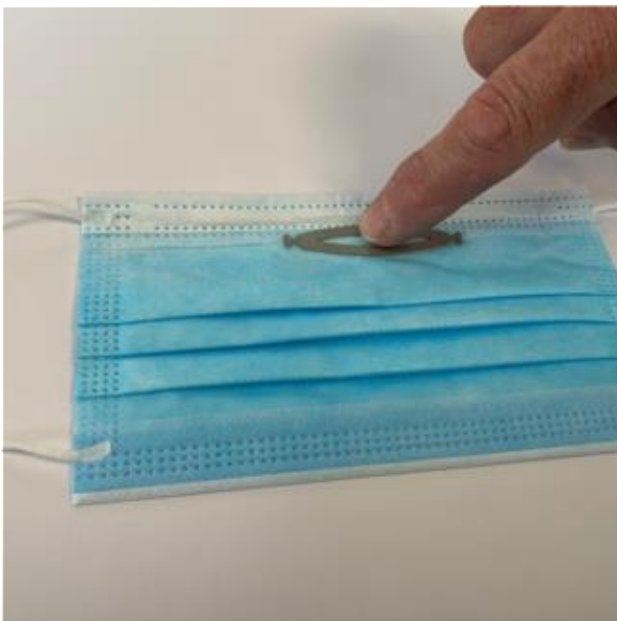
Example of a sewing solution for fabric masks



Wearing a mask with out "pince-mi" vs wearing a mask with "pince-pi"



model with glasses wearing the anti-fog accessory with the surgical mask



Exemple of a "disposable" adhesive solution for surgical masks (2)

Partnering Opportunity

Profile status : Published

Business Offer

COVID 19 – Czech manufacturer of dual thermal and face camera monitoring with AI used for thermal screening of diseases (coronavirus) is looking for partners based on distribution agreements

Summary

A Czech SME offers a body temperature scanning plug & play infrared imaging camera with high potential to master the fight against the coronavirus etc. That solution is based on a real-time continuous calibration using black body radiation source to achieve great accuracy and stability. Advantages are dual use, high accuracy (0,3 °C) and sensitivity (0,03 °C) and onboard software (online temperature alarms and AI). Company is looking for distribution agreement.

Creation Date	01 April 2020
Last Update	01 April 2020
Expiration Date	02 April 2021
Reference	BOCZ20200401001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/6024a872-8357-41cf-b51b-42f83df3c821

Details

Description

CCTV cameras (Close-Circuit TV) can protect valuable assets, continuous production or services and large numbers of employees and people at reasonable costs.

CCTV have wide range of applications, especially in strategic protection of critical infrastructure such as power

plants, airports, refineries, banks and insurance companies, warehousing and food companies, military facilities, government institutions, hospitals, office and commercial centers and other major hot-spots with many people.

The Czech SME due to the high global risk of spreading infectious diseases (currently coronavirus) built new generation dual-infrared camera for human temperature control like Covid-19 and virus detection illnesses.

The company target sectors are transport, logistics, industry, finance, food, health sector, security, military, property and real estate management etc. New measures with this dual camera are effective and feasible.

Potential savings could be in personal sources and with incorporation in existing equipment (no additional monitor is needed) due to automation and operational software (image + video). Open software based on System Development Kit (SDK) enable to integrate own algorithms based on AI (Artificial Intelligence).

The thermal camera offered by the Czech SME allows to measure the temperature of the human skin and is therefore effective when the body temperature increases for instance due to virus infection. The average body temperature on the skin surface of a healthy human is in the range of approximately 35,8°C to 37°C.

If the human temperature (measured on the surface) exceeds 37°C, it may be an overheating of the body or a defensive reaction of the immune system to the infection of the organism (here the surface temperature can rise up to 4°C, i.e. to 41°C).

The camera accuracy is $\pm 0,3$ °C (temperature accuracy according to reference blackbody). Standard infrared LWIR (Long Wavelength Infrared) measurement works on ± 2 °C accuracy, which is absolutely not acceptable for the desired application (Covid-19).

The camera offers automated monitoring for longer distance more than 2 meters (comparing with existing products). Advanced AI processing helps security personal and increase the efficiency of surveillance (alarm). The lack of accuracy of scanning (± 2 °C), high risk for security personal before and the technical difficulties of previous solutions were major current problems. Increase of productivity is significant, savings of 1-2 people is estimated.

In general, offered thermal camera can be used to detect virtually all types of viral (standard flu or for instance SARS but also for instance EBOLA) or bacterial diseases (common angina) in humans (swine flu, SARS, coronavirus, H5N1, bird flue etc.).

The SME is looking for partners with experience in the area of CCTV cameras etc. or security installations based on a distribution agreement.

Advantages and innovations

- no additional computer needed
- all processing on board
- high resolution 640 x 512 pixels on the market for accurate measurement from longer distance
- SDK libraries for integration via TCP/IP or RTSP to company network or additional AI (artificial intelligence) processing
- high accuracy 0,3°C in every pixel of the camera via Black body correction
- real-time analysis, high-end accuracy and lightweight design are the core parts of the innovation
- staff savings possible

Stage of development

Already on the market

Comments Regarding Stage of Development

Market launch since January 2020.

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

01002004	Embedded Systems and Real Time Systems
01002009	Peripherals Technologies (Mass Data Storage, Displays)
01004001	Applications for Health
09003	Electronic measurement systems

Market

02007012	Medical/health software
03001008	Display panels
03008004	Other electronics related (including alarm systems)

NACE

C.26.7.0	Manufacture of optical instruments and photographic equipment
J.62.0.1	Computer programming activities

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare
ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2010

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certifications Standards

ISO 9001

Languages Spoken

English

Client Country

Czechia

Partner Sought

Type and Role of Partner Sought

Client looking for partners interested in distribution agreement.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Request

Belgian commercial company specialised in pharmaceutical products seeks pharmaceutical products and medical devices to be distributed in pharmacies and hospitals

Summary

A Belgian import/export commercial agency is active in the distribution and selling of pharmaceutical products - over the counter (OTC) and parapharmaceutical products and medical devices to pharmacies and hospitals. The company would like to develop partnerships with pharmaceutical products manufacturers and medical devices producers. The company is open for distribution or supplier agreements.

Creation Date	16 June 2020
Last Update	24 June 2020
Expiration Date	25 June 2021
Reference	BRBE20200603001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/16ae81b7-2b5c-49ee-826d-34264bdcfd9

Details

Description

The Belgian company created in 2013 is a import/export commercial agency specialised in the distribution and selling of pharmaceutical products (Over the counter and parapharmaceutical products) and medical devices to pharmacies and hospitals. The company has a large commercial network in different European countries with offices in France, Germany, Belgium, Finland and Netherlands.

The different phases of the development of the company are the following:

2013: creation of the company with market access services

2014: sales and marketing services to promote and sell Rx (prescription) and OTC (over the counter) products

2015: software service for compliance and data management in healthcare sensitive data

2016: HR service in recruitment for pharmaceutical and hospitals sales representatives

2018: outsourcing services of both dedicated and syndicated teams

2019: supply chain with 4 warehouses in EU (France, Belgium, Netherlands and Finland) to source, sell and distribute medical materials for hospitals and pharmacies.

The company would like to extend its list of suppliers and identify new partners with a comparative advantage in terms of innovative products, quality or price. The company is looking for producers of pharmaceutical products (only OTC, no prescription medications) and of medical devices for cooperation under distribution agreement or supplier agreement, The medical devices the company is looking for are mainly thermometers (classic or infra red), surgical gloves, masks, Covid tests, sterile medical equipment. The products must be compliant with EU Health regulation.

Advantages and innovations

Large European network, 5 offices in France, Germany, Belgium, Netherlands and Finland.
Introduced in more than 400 hospitals database in Europe.

Technical Specification or Expertise Sought

The partner must be a SME producing pharmaceutical products (only over the counter), parapharmaceutical products, or medical devices. The medical devices the company is looking for are mainly thermometers (classic or infra red), surgical gloves, masks, Covid tests, sterile medical equipment. The products must be compliant with EU Health regulation.

Keywords

Market

05004004	Medical instruments
05007001	Disposable products
05007002	Pharmaceuticals/fine chemicals

NACE

G.46.6.9	Wholesale of other machinery and equipment
G.46.7.6	Wholesale of other intermediate products

Open for EOI: **Yes**

Dissemination

Dissemination

Restrict dissemination to specific countries

Austria, Finland, France, Germany, Luxembourg, Netherlands, Norway, Sweden, Switzerland

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2013

Turnover

20 - 50M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch
German
French
Spanish

Client Country

Belgium

Partner Sought

Type and Role of Partner Sought

The potential partner would be a SME company manufacturing medical devices or pharmaceutical products (OTC).

The partner must be interested to distribute its products in hospitals and or pharmacies. In this case, the company can take care of the storage and the distribution.

For the supplier agreement, the partner must deliver the products based on the requirements of the company.

Type and Size of Partner Sought

SME 11-50

Type of Partnership Considered

Supplier agreement
Distribution services agreement

Attachments

Partnering Opportunity

Profile status : Published

Business Request

French designer and distributor of women's leather shoes is looking for manufacturers in Europe under manufacturing agreements

Summary

The French company specialized in the online sale of women's leather shoes, designs its own models and regularly develops new brands. Today, the products are manufactured in Asia but the company decided to relocate the production to Europe. That is the reason why the company is searching for manufacturers able to produce shoes under private label. The tasks under the manufacturing agreement will also include sourcing of the materials (leathers, shoes parts).

Creation Date	20 May 2020
Last Update	10 July 2020
Expiration Date	22 May 2021
Reference	BRFR20200520001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/eda6b414-f95a-41fc-8c70-a49bcf6ad4c7

Details

Description

The company is a French family business located in South of France. It presents itself like a « brands developer ». For years the company designs 100% leather shoes and cashmere clothings and accessories, under numerous brands. The company mainly offers handmade women's sandals, moccasins and boots. The sandals are inspired by actual trends, with a hippy chic style, moccasins are classic and comfortable and boots sophisticated (see attached photos).

The company distributes its creations almost exclusively online through its own websites created for each brand and through full prices, flash sales (websites offering a single product for sale for a period of 24 to 36 hours) and marketplaces such as Veepee, Showroom, Zalando,...

Its products can also be found in some shops, because they are very successful with retailers met during trade fairs. In addition to this activity, the company is a distributor of other brands, including a well-known American brand for which it is the exclusive distributor in Europe.

Its main customers are located in France, Italy, Spain and Germany.

Today the company has its products manufactured in Asia. For several months, it has been thinking about repatriating its production to Europe or to countries closer to Europe. The latest events related to COVID convinced the company that a less distant place of production was becoming an obvious choice.

That's why the company is looking for new partners able to produce its new shoes collections. Ideally based in Europe or countries such as Turkey, Tunisia and Egypt, the partners must be able to manufacture the handmade models under the designer's models and brands. The manufacturer will have to offer quality leather, cow, sheep, goat, pony but also suede leather, imitation snake/crocodile and in different colors.

A manufacturing agreement will be signed.

Advantages and innovations

- The CEO has 40 years of experience in brand development and international distribution
- The shoes have a French modern design
- The company is an expert in the fashion sector with a strong presence online

Technical Specification or Expertise Sought

The French company wants handmade 100% leather shoes.

The manufacturing partner will be expected to produce :

100 000 sandals/year and/or

50 000 moccasins/year and or

50 000 boots/year

Frequency of the orders : twice a year

The partner will manufacture the 3 types of shoes or if not possible, only a kind according to its skills.

The French designer needs a large choice of quality leathers (cow, sheep, goat, pony, suede leather) but also imitation snake/crocodile/leopard/zebra and a lot of different colors (including shiny, silver, gold...)

Stage of development

Already on the market

IPR Status

Design Rights, Trade Marks

Keywords

Market

07004001

Clothing, shoes and accessories (including jewellery)

NACE

G.46.1.6

Agents involved in the sale of textiles, clothing, fur, footwear and leather goods

Open for EOI: **No**

Dissemination

Relevant sector groups

Textile and Fashion

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2008

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French

Client Country

France

Partner Sought

Type and Role of Partner Sought

The company is searching for manufacturers of shoes able to produce private label shoes, under manufacturing agreements.

It is expected that multiple manufacturing partners will be required to meet the company's needs.

The ideal partners should meet as many of the following criteria as possible:

- Have experience in the production of handmade leather shoes
- Be capable to produce sandals and /or boots and /or moccasins
- Desire to work and grow with international French fashion brands
- Looking for a long term manufacturing cooperation
- Have a good sourcing of materials (leather and shoes parts)

Type and Size of Partner Sought

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

Type of Partnership Considered

Manufacturing agreement

Attachments



Photo sandales



Photos boots



Photos mocassins

Partnering Opportunity

Profile status : Published

Business Request

French designer and distributor of cashmere clothings is seeking to cooperate with European knitting factories under manufacturing agreements

Summary

The French company specialized in the online sale of cashmere clothes designs its own models. Today, the products are manufactured in Asia but the company decided to relocate the production to Europe. That is the reason why the company is searching for manufacturers able to produce cashmere clothing under private label. The agreement can include sourcing of the cashmere yarn by the partner or not. In this case, the French company will provide it.

Creation Date	17 June 2020
Last Update	10 July 2020
Expiration Date	19 June 2021
Reference	BRFR20200615001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/82678a2b-7416-4438-a06f-a43ba880f829

Details

Description

The company is a French family business located in South of France. It presents itself like a « brands developer ». For years, the company designs 100% cashmere clothings with a classic and elegant style and 100% leather shoes under numerous brands.

The company distributes its creations almost exclusively online through its own websites created for each brand and

through full prices, flash sales (websites offering a single product for sale for a period of 24 to 36 hours) and marketplaces such as Veepee, Showroom, Zalando,...

Its products can also be found in some shops, because they are very successful with retailers met during trade fairs. In addition to this activity, the company is a distributor of other brands, including a well-known American brand for which it is the exclusive distributor in Europe.

Its main customers are located in France, Italy, Spain and Germany.

Today the company has its products manufactured in Asia. For several months, it has been thinking about repatriating its production to Europe or to countries close to Europe. The latest events related to COVID convinced the company that a less distant place of production was becoming an obvious choice.

That's why the company is looking for new partners able to do the knitting of cashmere sweaters for men, women and children, based in Europe or countries close to Europe.

The company offers two options :

- the partner provides the quality yarn and manufactures the sweaters under private label.
- and/or the partner manufactures the sweaters under private label with the cashmere yarn provided by the French designer.

A manufacturing agreement will be signed.

Advantages and innovations

- The CEO has 40 years of experience in brand development and international distribution
- The cashmere clothings have a French modern design
- The company is an expert in the fashion sector with a strong presence online

Technical Specification or Expertise Sought

The French company is only looking for knitting factories that are experienced in working with cashmere as this fabric requires a particular know-how.

The cashmere characteristics are as follows: a loose tension knit and 27S yarn count.

The partners will be expected to produce 200 000 pcs per year and the frequency of the orders is once a year.

Stage of development

Already on the market

IPR Status

Design Rights, Trade Marks

Keywords

Market

07004001

Clothing, shoes and accessories (including jewellery)

NACE

Open for EOI: **No**

Dissemination

Relevant sector groups

Textile and Fashion

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2008

Turnover

20 - 50M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French

Client Country

France

Partner Sought

Type and Role of Partner Sought

The company is searching for knitting cashmere factories able to produce unde private label sweaters for women, men and children, under manufacturing agreements.

The partner will be ideally based in Europe or countries close to Europe such as Turkey, Tunisia, Egypt.

It is expected that multiple manufacturing partners will be required to meet the company's needs.

The ideal partners should meet as many of the following criteria as possible:

- to be experienced in working with cashmere
- If possible have a good sourcing of 100% cashmere yarn
- Desire to work and grow with international French fashion brands
- Looking for a long term manufacturing cooperation

Type and Size of Partner Sought

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

Type of Partnership Considered

Manufacturing agreement

Attachments



Sweater for women



Sweater for man

Ref: BFR20200615001

Partnering Opportunity

Profile status : Published

Research Development Request

COVID-19: Spanish biotech is looking for partners to develop novel immunotherapies against COVID19 based on Chimeric Virus Like Particles in Eureka programs, H2020 and similar

Summary

A Spanish SME is looking for a partners who could support the screening and selection of COVID19 antigens to develop prototypes against COVID19. The company has a proven platform technology of chimeric virus like particles that would display selected antigens to elicit strong immune responses in humans. The project has 3 main phases: design of prototypes, screening & production and immunogenic. Companies, research institution or universities experienced in research health are sought (Eureka).

Creation Date 02 July 2020

Last Update 24 July 2020

Expiration Date 12 December 2020

Reference RDES20200605001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/0027165b-4ac6-4deb-a392-2948decf9ceb>

Details

Description

The COVID19 pandemic has impacted dramatically worldwide and is representing the greatest global health challenge in the short-medium term. This pandemic is being fought on many fronts but there is still a clear need of new immunotherapies and vaccines to reduce infections.

In that situation, each possibility, technology, idea or initiative should be explored. Furthermore, virus like particles exhibit positive characteristics demonstrated to promote immune potentiation, like i.e. The lymphatic transport, effectiveness antigen presentation, safety, etc...

The project is looking for the generation of a novel immunotherapy against COVID19 using chimeric virus like particles and demonstration of its immunogenicity and efficacy through preclinical proof of concept of a prototype. The project will consist in 3 main phases.

1- Design of prototypes. Based on the state of the art, antigenic peptides will be selected to be loaded in the inner or outer surface of the chimeric virus like particle. A library of dozens of prototypes/cell lines would be developed. Sequences will be considering different clonation strategies, antigenic peptides (targeting humoral & cellular responses), combinations and repetitions, production hosts (pichia, mammalian, etc.). A partner with deep knowledge in the immunogenicity of COVID will be desired here.

2- Screening & production. Once the libraries are constructed, transformations/transfection and productions at bench scale will be carried out. Those activities will allow to screen between the different prototypes to finally select a couple of them. The production process would be also established including the operation units, the required in process control and quality analysis. The company have the experience to conduct those experiments through the preclinical space compiling the required information for the chemistry, manufacturing and control (CMC) part of the investigational medicinal product dossier (IMPD) which will facilitate the subsequent clinical phases if the project success.

3- Immunogenicity & efficacy in vitro/in vivo tests. Samples would be produced according to the previous activity to be tested in vitro or in vivo using animal models. The most suitable model would be selected by a partner with the strong expertise and capabilities to carry out these kind of evaluations.

The company is seeking collaboration with universities, R&D institutes and/or companies specialized for developing two parts of the project:

- the immunology of COVID-19: to guide the design with the selection of the most immunogenic epitopes.
- the preclinical proof of concept experiments: to design, conduct and analyse the results with the generated prototypes.

One of the calls identified is Eureka other programmes could be considered as Eurostars or future calls.

Official deadline for the call: Open all the year.

Deadline for expressions of interests: 12 December 2020.

Anticipated duration of the project: 2 years.

Advantages and innovations

The company have a deep know-how on chimeric virus like particles that act as display platforms for selected epitopes as antiviral preventive future outbreaks.

Particularly important for this disease could be at least the following advantages:

- high efficiency: selecting the most reactive epitopes and compared with epitopes alone.
- do not interfere against detection kits most of them based on genetic material amplification. Able to differentiate vaccinated from really infected people.
- biosafety: considering production and use, that would facilitate and support the clinical phases.
- flexible design. Able to generate different responses (cellular and humoral), combine future strains, etc...
- low cost production.

Keywords

Technology

06001002	Clinical Research, Trials
06001006	Human vaccines
06001018	Virus, Virology/Antibiotics/Bacteriology

Market

05007006	Computer-aided diagnosis and therapy
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Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

2012

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

Partner sought are universities, R&D institutes and/or companies specialized in:

- The immunology of COVID19: able to guide the design with the selection of the most immunogenic epitopes.
- The preclinical proof of concept experiments with the generated prototypes: design, conduct and analysis of the results.

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10,>500 MNE, 251-500, SME 51-250,>500

Type of Partnership Considered

Research cooperation agreement

Program - Call

Framework Program

Eureka

Call title and identifier

EUREKA

Submission and evaluation scheme

Single-stage submission scheme

Coordinator required

No

Deadline for EOI

12 Dec 2020

Deadline of the Call

31 Dec 2020

Attachments

Partnering Opportunity

Profile status : Published

Technology Offer

Bulgarian developer of highly immersive virtual reality products is looking for licensing agreements in the sectors of virtual reality, tourism, retail, education and entertainment in Western Europe and third countries.

Summary

The main technology of the Bulgarian company is development of virtual reality (VR) environments with higher level of fidelity and immersiveness than the current solutions on the market. The VR solution is implemented in the tourism sector through a catalogue of VR destinations and is exploring utilization in other sectors. It is looking for VR licensing agreements in the sectors of telecommunications, tourism, retail, education, and entertainment in EU, Japan, UK, Korea, USA, Canada and China.

Creation Date	13 August 2020
Last Update	13 August 2020
Expiration Date	14 August 2021
Reference	TOBG20200813001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/dfee4eb5-f4de-4b8b-b061-148266a33039

Details

Description

The Bulgarian company's team has huge previous experience with VR solutions in gaming. Their experience indicated that the majority of current products in VR have bulky, rough, computer-generated graphics that have little to do with reality, they look like animations. At the same time, with the use of smartphones, users are able to

see a given landscape from 360-degree point of view, by moving their smartphone around. Without any relation to virtual reality, these videos are wrongly referred to as "mobile VR". The users are not able to interact with the static environment that they see via their phone screens, these 360-degree trailers are just videos and nothing more. They are visually appealing though and have high cinematic quality.

The unique point of the company's technology lies in producing VR of highest visual fidelity and full user interactivity. The VR experiences, created by the company, merge the game-engine interactivity (users can interact with the virtual environment) with the cinematic visual fidelity (it looks real). The team goes on site and scans the surroundings, then turns them into 3D objects using photogrammetry. Next step is arranging the 3D objects into a gaming engine that turns them into a fully interactive VR environment that the user can play/interact with and it responds to his/her actions. The result is a level of immersiveness that is much higher than the current VR players on the market could offer. The whole detailed process of building the VR environment is internal know-how of the company.

The first VR environments developed by the company are in the tourism sector through a catalogue of VR destinations. The company has also successfully implemented this approach to staff training in retail.

Even though a young company, it is already recognized by the industry leaders and has received a professional international award that goes to developers who have used the best practices and applied the highest standards in the field.

The company is the winner of a prestigious Excellence of Innovation in the Creative Industries award in Bulgaria and is among finalists for recognized start-up business awards.

The team is currently looking to expand the sectors in which highly immersive VR environments can be used. It is looking for partners that would be interested to explore VR content environments for specific business purposes under licensing agreements. Specific business purposes could be for instance launching new consumer products via VR during the Covid pandemic, staff training and education purposes, better interaction with customers, etc. The sectors of interest for partnership are telecommunications, educational institutions, entertainment (sports, entertainment attractions), retail. Partnerships with companies from other sectors interested in this VR approach will also be considered.

The desired outcome of the partnership for the company will be to enter into new sectors for use of VR, expand their international cooperation, develop and license new highly immersive VR content, increase market share and ensure growth. The potential partners would benefit from exploring exciting new ways of presenting their businesses, develop competences and interact with customers, especially in situations of pandemics and lockdowns. They will obtain proper training and license of the developed VR content and full technical assistance and support.

Advantages and innovations

Innovative aspects: Visual fidelity is extremely high due to the approach used by the company. The company is among the very few VR developers on a global scale that combine cinematic visual fidelity (scanning objects and turning them into 3D with photogrammetry) combined with full user interactivity. Only one big studio globally has something similar to the company's technology.

Another key advantage of the VR solution is its potential social dimension. The VR destinations developed by the company can be offered to people experiencing temporary or permanent restrictions to travel or move to distant locations. It offers an alternative to sectors severely affected by pandemic situations to retain their customers.

Stage of development

Already on the market

IPR Status

Secret Know-how, Design Rights, Copyright

Profile Origin

Private (in-house) research

Keywords

Technology

01005006 Visualisation, Virtual Reality

Market

01006005 Other communications (not elsewhere classified)

02002008 3D

07001007 Other leisure and recreational products and services

NACE

J.62.0.9 Other information technology and computer service activities

Open for EOI: **Yes**

Dissemination

Restrict dissemination to specific countries

Belgium, Canada, China, Denmark, Finland, France, Germany, Italy, Japan, Netherlands, Norway, Portugal, South Korea, Spain, Sweden, United Kingdom, USA

Relevant sector groups

Creative Industries
ICT Industry and Services
Tourism and Cultural Heritage

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2019

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Bulgaria

Experience

The company's main partner is a huge global smart phone producer, who is recommending them to their telco partners for 5G use cases. VR is the best 5G use case, as 5G makes possible cloud VR streaming and elimination of heavy computers and wires.

The main B2B users are educational institutions and entertainment arcades in US, Australia and Western Europe. The company currently negotiates cooperation with a major European soccer club, joint project with a US university and major European telco.

Partner Sought

Type and Role of Partner Sought

Suitable partners would be in the sectors of telecommunications, universities, sport teams, tourism destinations, entertainment attractions and retail:

1. Companies in the above-mentioned sectors and educational institutions interested in educational/staff training programmes in highly immersive VR environment;
2. Companies interested to explore innovative ways for their customers relations and customers retention;
3. Companies and communities in the tourism and entertainment sector interested to obtain license over highly immersive VR content for particular destinations and offer to their potential visitors an alternative during periods of travel restrictions;
4. Cultural heritage sites, museums and galleries interested in finding new ways of interaction with the public.

Type and Size of Partner Sought

SME 11-50, University, 251-500, SME 51-250

Type of Partnership Considered

License agreement

Attachments

Partnering Opportunity

Profile status : Published

Technology Offer

COVID-19 - new air handling units for operating room hygiene

Summary

An innovative Turkish company developed a hygiene air handling unit (Hygiene AHU) that is used in all operating rooms requiring sensitive and sterile conditions like food, pharmaceutical and chemical industries, air defense, aerospace and aviation industries, and facilities where sterile applications are made and hygiene conditions are required seeks cooperations under a commercial agreement with technical assistance, license agreement or manufacturing agreement.

Creation Date	11 June 2020
Last Update	12 June 2020
Expiration Date	13 June 2021
Reference	TOTR20191212001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5ed8b040-c5d4-4899-a03b-57d0caa20d76

Details

Description

Although very strict notifications have been created for operating room hygiene systems, many patients around the world die due to the microorganisms and infections they have caught during surgery. However, enormous figures are paid for the energy required to ventilate hospitals, intensive care units, or hygienic environments. The Turkish company offers solutions to all these problems with its hygiene air handling unit they developed.

Hygiene air handling unit consists of the following systems:

- Virus safe security system

- HEPA and ULPA U15 filtration system
- Silver ion coated seamless air ducts
- Particle counting and lamp warning system
- Two-zone temperature air conditioning system
- Two-zone pressure air conditioning system
- Humidification and humidity control system
- Ventilation and pressure control system

The company installed the Hygiene AHUs in the operating rooms of the university hospital in the region and the microbiological analysis of all systems were tested by TURKAK (Turkish Accreditation Agency) of the Republic of Turkey Ministry of Foreign Affairs with the highest difficulty. There were no fungi and bacteria in its biocontamination examination report. Results of all the samples taken from 13 points in 2 operating rooms were 0.

The company is very professional on energy efficiency. All of the air handling units (included Hygiene AHU) developed by the company are able to perform the functions of standard air handling units with two fans and two pressure circuits, with a single fan single pressure circuit, and it consumes much less energy. This system is a more rational, compact, silent and easy-to-maintain system that saves A +7 class in comparison with the other known air conditioning systems. The system is a complete system got the highest score of 4A in 4 branches from the European Patent Office. It brings very important innovations and standards compared to other air conditioning systems.

The company also prepares air handling units by mobilizing them. In this way, they can be offered in places such as intensive care, hospital aisles, operating rooms, dr rooms, public transportation vehicles, cinema conference rooms, shopping malls, cafes, restaurants, offices, and home. During the COVID process, in March, April and May 2020, a prototype mobilized product tested in COVID-19 labs and patient rooms in the university hospital of the region, feedback on the healthcare professionals working in the hospital weren't infected received by the doctors

The company is a research and development company. The owner of this company is working with his other family business about manufacturing the air handling units. The AHUs are being manufactured in this company which has 6000 m² closed area in organized industrial zone and it has the capacity to produce 1000 air handling units in a year.

The company is looking for long term cooperations based on a commercial agreement with technical assistance, license agreement or manufacturing agreement.

Advantages and innovations

Virus safe system destroys all kinds of microorganisms that can be contaminated from the air handling unit and provides a hygienic operating environment. It has been proved that no microorganism can reproduce in the measurements made in environments where Hygiene AHUs are used

HEPA H14 is used for the air blown out of the operating table and ULPA U15 filter is used for the air blown into the operating table. ULPA H15 is also used in the environments with the highest class level where microchips are produced. Air passing through ULPA U15 system is free from viruses.

Air ducts are silver ion coated and seamless. Silver has the ability to kill microorganisms. Viruses, fungi, bacteria, streptococcus, staphylococcus and other pathogenic micro-organisms within the channel die within 3-4 minutes after contact with silver.

The particles in the air blown into the room are counted and it is continuously checked whether the desired operating room class is met. Personnel are warned in a possible negative situation with the lamp warning system in the operating room.

The system blows air on the patient at the operating table differently and to the personnel outside the operating table in the comfort of air conditioning. Thus, the personnel is provided to work more efficiently without any negative effects on the patient.

The flow and pressure of the air in Zone 1 blown on the patient is greater than that of Zone 2 blown to the staff. Therefore, an air barrier forms out of the operating table. Thanks to this barrier, particles and microorganisms that can harm the patient are prevented from coming over the personnel. In the AHU, the surface tension of the water is eliminated with sound waves. In this way, water vapor is released. This water vapor is added to the air going to the place and the humidity of the environment is adjusted. Thanks to the evaporator, ventilation design and automation, humidity is prevented from exceeding 60% even in the most humid times in summer

Stage of development

Already on the market

IPR Status

Patents granted

Profile Origin

COSME

Keywords

Technology

04007001	Energy management
04007003	Process optimisation, waste heat utilisation
04007004	Thermal insulation
04007005	Heat pipes
04007006	Low, zero and plus energy rating

Market

05007007	Other medical/health related (not elsewhere classified)
06006002	Metering and monitoring
06006003	Heat recovery
09004008	Other manufacturing (not elsewhere classified)
09007004	Engineering and consulting services related to construction

NACE

F.43.2.2	Plumbing, heat and air conditioning installation
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Open for EOI: **Yes**

Dissemination

Relevant sector groups

Environment
Healthcare
Intelligent Energy
Sustainable Construction

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1997

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Certifications Standards

ISO 9001:2008

Languages Spoken

English

Client Country

Turkey

Experience

Within the scope of the company's main activity, mechanical contracting projects, it has successfully fulfilled its implementation responsibilities in many qualified, national and international projects.

The company has an expert team, infrastructure and vision. Therefore, it takes responsibility of mechanical contracting works for different types of projects in domestic and abroad, such as residential, airport, hotel, shopping center, business center, hospital, health facility, data center, port, culture and gymnasium hall, and industrial facility, from the project stage to the turnkey delivery.

Some of the activities carried out in the field of mechanical installation engineering within the company established in 1997 are as follows.

- Clean & waste water installations
- Water and wastewater treatment systems
- Heating installations
- Ventilation systems
- Air conditioning & cooling systems
- Fire protection systems and equipment
- Natural gas and burner Installation
- Automatic control (automation) systems

Partner Sought

Type and Role of Partner Sought

For the cooperation type of manufacturing agreement and commercial agreement with technical assistant, 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.

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.

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10, SME 51-250

Type of Partnership Considered

- License agreement
- Manufacturing agreement
- Commercial agreement with technical assistance

Attachments



Application to an operation room in a university hospital



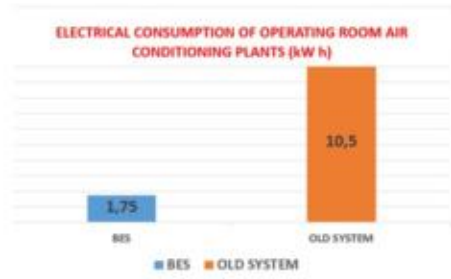
Karadeniz Technical University B Block Operating Room and Intensive Care Rooms Comparison of Energy Expenses

BES SYSTEM

FLOW	3250m ³ /h (4000 m ³ /h)
PRESSURE	600 Pa
FAN SPEED	2500 d/d k
MOTOR POWER	1,75 Kw/h
HEATING	17372 Kcal/h
COOLING	14448 Kcal/h

OLD CLASSIC SYSTEM

FAN	
FLOW	5250 m ³ /h
PRESSURE	1360 Pa
FAN SPEED	1500 d/dk
MOTOR POWER	7,5 kw/h
HEATING	53000 Kcal/h
COOLING	48000 Kcal/h
ASPIRATOR	
FLOW	4750 m ³ /h
PRESSURE	630 Pa
FAN SPEED	1075 d/dk
MOTOR POWER	3 kw



The data in the graphs are taken from the label values on the device.

Comparison of energy expenses of old and new system in a hospital (1)

Ref: TOTR20191212001



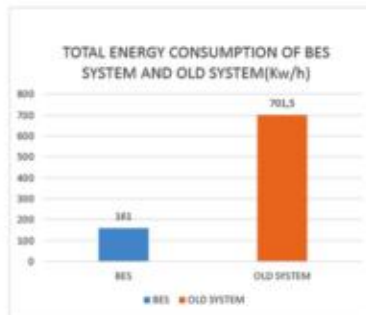
Karadeniz Technical University B Block Operating Room and Intensive Care Rooms Comparison of Energy Expenses

BES AIR CONDITIONING PLANTS TOTAL ENERGY USE

13 PIECE 6 HP OUTDOOR UNIT	63 KW/H
1 PIECE 30 HP OUTDOOR UNIT	7,5 KW/H
1 PIECE 20 HP OUTDOOR UNIT	15 KW/H
1 PIECE 14 HP OUTDOOR UNIT	10,5 KW/H
POWER PLANT ELECTRIC POWER	50 KW/H
ULTRASONIK HUMIDIFIERS	15 KW/H
TOTAL	181 KW/H

OLD SYSTEM AIR CONDITIONING PLANTS TOTAL ENERGY USE

POWER PLANT ELECTRIC POWER	145,5 KW/H
TOTAL COOLING	1099 KW/H
TOTAL HEATING	1162 KW/H
STEAM HUMIDIFIERS	126 KW/H
POMS AND TOWER	50 KW/H
TOTAL	701,5 KW/H



The data in the graphs are taken from the label values on the device.

Comparison of energy expenses of old and new system in a hospital (2)

STANDARD AIR CONDITIONING PLANT	BES AIR CONDITIONING PLANT
	
<ul style="list-style-type: none"> • Two Fans - Two Pressure • High Energy Consumption • Large Volume - Heavy 	<ul style="list-style-type: none"> • Single Fan - Single Pressure • Low Energy Consumption • Small Volume - Lightweight

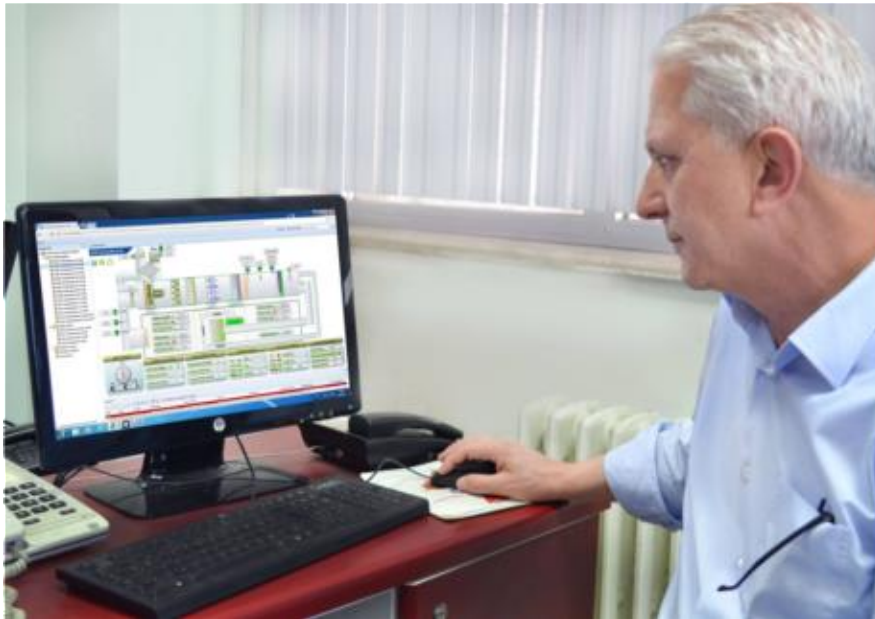
Comparison of standart and new air conditioning plant



Elevator air cleaning unit



Hygiene AHU in the hospital



Control room

- PROVIDES AIR FEATURE AT PATIENT AND PERSONNEL IN SEPARATE PRESSURE
- PROVIDES COMFORTABLE AND HEALTHY WORKING ENVIRONMENT TO STAFF
- PRESSURE OUTSIDE FROM THE OPERATING TABLE
- PATIENT AND PERSONNEL IN THE HEAT BLOWS
- MAKES A DIFFERENCE BETWEEN TWO REGIONS UP TO 5 °C.

AIR PRESSURE		
	ZONE - 1	ZONE - 2
	0,30 - 0,30 m/s	0,10 - 0,30 m/s
FUNCTION	ZONE - 1	ZONE - 2
HEATING	24 .. 30 ° C	21 .. 25 ° C
COOLING	14 .. 20 ° C	19 .. 25 ° C



Temperature and pressure data



Laminar flow

OPERATING ROOM VENTILATION AND HYGIENE SOLUTIONS



Operating room ventilation and hygiene solutions



Bus and metrobus air cleaning units



Hygiene AHU in the hospital

CURRENT PROJECT :
**COMPARISON OF CLASSIC POWER PLANT AND BES POWER
PLANT IN 25 BEDS HOSPITAL PROJECT**

One Year Energy Saving :
200 X 24 X 365 X 0,5 = 876.000 kw

One Year Carbon Release Saving :
657 TON



X 32



X 2700

Comparison of carbon release saving



Table and wall type cleaning units



Vertical air purifier unit

Partnering Opportunity

Profile status : Published

Technology Offer

Cloud-based bioinformatics platform for genomics-based precision medicine

Summary

A Singapore software consultancy and bioinformatics service provider has developed a cloud-based platform for healthcare and agriculture applications to manage, analyse and visualise the voluminous 'omics' data through the use of sequencing technologies, cutting edge bioinformatics solutions, data management and analysis.

The company seeks to partner SMEs from France/EUREKA Network in research/technical cooperation with an interest to jointly participate in bi-lateral funding programs.

Creation Date	19 May 2020
Last Update	27 May 2020
Expiration Date	28 May 2021
Reference	TOSG20200519001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9de8fe88-7b17-44ce-bd7e-430bfb115d51

Details

Description

The evolution of Next-Generation Sequencing (NGS) technologies has reshaped genomics research and substantially reduced the cost of sequencing 'omics' data. However, the challenge faced by many researchers is to manage, analyse and visualise the vast and rapidly growing volume and depth of the data, as most clinical genomics service providers prioritise sequencing data generation over data analysis.

The Singapore SME has developed a cloud-based, interactive digital platform that can be used by researchers of

genomics-based precision medicine to analyse big data with greater accuracy and speed through effective utilisation of supercomputing power. Highly scalable, the platform can scale from tens of cores to thousands of cores, and can take just 48 hours to visualise genomic variants from human exome sequencing.

Designed to allow the integration of any number of algorithms in a well structured and distributed environment, the key component in this platform is the workflows that are automated, dynamic and fully transparent to the end user. This is in contrast to black box vertical modules provided by some service providers.

The company has two distinct platforms for healthcare and agriculture applications. These automated NGS workflows are able to accelerate personalised healthcare with options for:

- Genome sequence assembly and annotation
- Novel variant detection
- Exome analysis
- Any custom workflow

The automated data-flow and simultaneous analysis, once the critical parameters are set, alleviates error-prone manual analysis and increases accuracy and efficiency in terms of man-power utilisation. The analysed datasets can be automatically exported to a cloud-based knowledge base that have customised user interfaces, which allow end users to better interact with the data.

The Singapore SME is keen to partner SMEs from France or participating EUREKA countries to jointly collaborate in a project under the following types of agreement:

- 1) Research cooperation - Both companies will cooperate to co-develop new products or services to be introduced to the market.
- 2) Technical cooperation - Resources are pooled and skills are shared between both parties in the development of the technical aspects of a product or technology.

Advantages and innovations

This platform offers a complete value chain in genomics-based precision medicine that includes sample collection, sequencing, data analysis, custom report generation and custom knowledge base setup in the cloud.

Advantages and innovations of the solution include:

- Rapid implementation of various sequence related projects
- Choose from wide repository of pre-configured packages of sequencing technologies and data analysis pipelines or opt for a customised solution
- Access to rapidly evolving sequence technologies and latest algorithms for sequence assembly, annotation and analysis
- Highly accurate and transparent data analytics that can be quickly customised to meet specific requirements such as ethnicity, somatic variants etc.
- Does away with the need to set up an expensive sequencing laboratory with supporting bioinformatics or equipment maintenance/personnel training
- Option to choose the most suitable sequencing technology for each project, without being tied down to a particular sequencing technology
- Secure, transparent and confidential. Highly secure and transparent with utmost confidentiality. No conflict of interest at any level.
- Track project progress via the Internet through robust XML and Java/J2EE data management

environment

- Cloud-based customisable workflows for sequence assembly, annotation and analysis that use the latest and most relevant algorithms for the project (patented workflows for life sciences).
- User friendly interface based on Web 2.0 technology/.NET technology
- All processes are compliant with international standards

Stage of development

Field tested/evaluated

IPR Status

Patent(s) applied for but not yet granted

Comment Regarding IPR status

Patents pending for UK and EU.

Profile Origin

Private (in-house) research

Keywords

Technology

01003010	Databases, Database Management, Data Mining
01003015	Knowledge Management, Process Management
01003024	Cloud Technologies
06001012	Medical Research
06003001	Bioinformatics

Market

02006004	Data processing, analysis and input services
02006005	Big data management
04014	Bioinformatics
04015	Gene Expression, Proteome Research
05007007	Other medical/health related (not elsewhere classified)

NACE

J.62.0.2	Computer consultancy activities
J.63.1.1	Data processing, hosting and related activities
M.72.1.1	Research and experimental development on biotechnology

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Bio Chem Tech
Healthcare
ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

0

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Singapore

Partner Sought

Type and Role of Partner Sought

The Singapore company is keen to establish research or technical cooperation with SMEs of any size from France or participating EUREKA countries to jointly participate in bi-lateral funding programs.

In view of the current CoVid situation, the company is especially keen to partner with those interested to leverage on its platform to study the SARS-CoV-2 (e.g., metagenomics, gene expression, etc) to work towards a vaccine or treatment.

Type of project partners include:

- Pharmaceutical companies / research institutes
- Life Science companies / research institutes
- Agriculture companies / plant or crop research institutes

Type and Size of Partner Sought

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

Type of Partnership Considered

Technical cooperation agreement
Research cooperation agreement

Attachments

Partnering Opportunity

Profile status : Published

Technology Offer

COVID-19: Personal protective equipment reusable half-mask with an P3 exchangeable external filter made by mould-injection offered for a licence or commercial agreement with technical assistance

Summary

A Czech start-up in cooperation with industrial and university partners has developed a protective half-mask with an exchangeable P3 filter meeting the highest degree of protection. The set consists of the body of the mask manufactured by injection moulding and an external filter, which meets the same or higher degree of protection as an FFP3 respirator. The company is looking for a license or a commercial agreement with technical assistance.

Creation Date	30 April 2020
Last Update	19 June 2020
Expiration Date	06 May 2021
Reference	TOCZ20200430001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/a52e7bf3-4444-4bb2-9545-061547caeb88

Details

Description

The Czech start-up has developed a personal protective device - a half-mask - with an exchangeable FFP3 filter that meets the highest degree of protection. While a mask usually covers whole face, the half-mask covers only mouth and nose as it is demonstrated on the picture below.

The set consists of the body of the mask manufactured by injection moulding and an external filter certified according to the EN 140:1999 norm and therefore meets the same or higher degree of protection as a FFP3 respirator.

The half-mask is prepared to be used in the highest exposure clinical settings and a verified procedure exists to sterilise and disinfect it for repeated use. Therefore, it is a critical device for the protection of the lives of doctors and other front-line workers meeting people who are under suspicion of or have been proven to have COVID-19.

Selected specifications:

- Durable material: Polyamide + Thermoplastic polyurethane (face sealing) – storage period >10 years
- Filter – Filtration efficiency: 1
- 10–4% (0,0001%) of particle size; thread connection: EN 148-1 Rd 40x1 / 7" or GOST 8762-75 OZ 40x4 mm
- The filter sterilization is possible with 70°C heat
- Thread connection can be adjusted to client's specification – injection mould modification
- Sterilization/disinfection: Autoclave, Ethanol
- Weight 150 g (complete set); 50g without filter

There are two possible cooperation types foreseen:

In the case of licensing agreement:

The partner interested in licensing agreement will be provided with all documentation how to manufacture the half-mask including all technical drawings and information necessary to start own production based on an upfront payment and a license-fee based on sold pieces.

In the case of commercial agreement with technical assistance:

The partner interested in the manufactured half-masks will be provided with manufactured masks including technical assistance and training concerning its usage, filter exchange and service care.

Advantages and innovations

- Half mask with the highest level of protection against COVID 19
- Especially suitable for medical staff, first responders, army and others working in the red zone
- Durable with replaceable filter – (storage period – half mask 10 years, filter >20 years)
- After the licence is granted, mass production can be started within 10 days
- Certification for this period of crisis for the Czech Republic (possibility of recognition of certification in other EU countries)
- Production costs approx. 22 Euro (complete set including filter) in comparison with an average market price of similar products around 48 Euro

Stage of development

Already on the market

IPR Status

Secret Know-how, Exclusive Rights

Profile Origin

Private (in-house) research

Keywords

Technology

01004017	Work Hygiene and Safety Management
02002013	Moulding, injection moulding, sintering
03004011	Care, Hygiene, Beauty
06005001	Safety & systems
10001006	Protection against intoxication

Market

05007001	Disposable products
05007007	Other medical/health related (not elsewhere classified)
05010001	Safety for the elderly
07004002	Health and beauty aids
08004001	Air filters and air purification and monitoring equipment

NACE

C.10.8.9	Manufacture of other food products n.e.c.
M.72.1.1	Research and experimental development on biotechnology
O.84.1.2	Regulation of the activities of providing health care, education, cultural service
O.84.2.4	Public order and safety activities

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2016

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Slovak

Client Country

Czechia

Partner Sought

Type and Role of Partner Sought

The possible cooperation types are as follows:

Licensing agreement:

The licensee will be provided with all documentation how to manufacture the half-mask including all technical drawings and information necessary to start own production based on a licence fee.

Commercial agreement with technical assistance:

The partner interested in half-masks will be provided with manufactured masks including training how to use them and how to care about filters etc.

Type and Size of Partner Sought

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

Type of Partnership Considered

License agreement
Commercial agreement with technical assistance

Attachments



Mask

Partnering Opportunity

Profile status : Published

Technology Offer

COVID-19: Pre-assessment app for outpatients to provide virtual triage for hospitals to reduce backlog following the pandemic

Summary

A UK company has developed an app that provides surgical and anaesthetic teams with clinical information derived from remote initial consultation, pre-operative assessment and uplifted by digital technology, to create a complete perioperative digital pathway and discharge. The app is part of a broader secure virtual clinic to speed up outpatient care in the wake of COVID-19. They are seeking hospitals to integrate the system via commercial agreement with technical assistance.

Creation Date	03 June 2020
Last Update	05 June 2020
Expiration Date	05 June 2021
Reference	TOUK20200603002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/20c39e61-8319-4957-9ade-158663b1e5ad

Details

Description

All hospitals have huge backlogs of patients awaiting planned elective surgery. During this hiatus when COVID cases diminish and hospitals plan to return to a 'new normal', a UK company has developed an app that helps remote co-morbidity assessment of waiting lists, helping staff and hospitals plan their return to surgery.

With staff concerned about safety or perhaps self-isolating, the app helps this workforce continue to remotely care for their patients, allowing for new and different models of working.

Initially administrative staff register hospital patients, who supply comprehensive health information about themselves via the app, as well as watching key information videos about procedure and consent, so they are fully prepared (remotely). From this information nursing staff are then able to triage the patient as 'good to go', schedule telephone appointment or 'face to face' (via the secure virtual clinic, the subject of another profile on EEN).

Key features include

- Video consultation
- Smart HQ
- Surgical and anaesthetic education videos for patients
- Procedure consent videos
- Outcomes collection
- Virtual clinic
- Live file sharing
- Resource information library
- Rapid assessment of entire waiting lists

The company is seeking hospitals or clinics with backlogs of operations and procedures seeking to expedite their processes in a safe and secure way, by having the app adapted to their needs via commercial agreement with technical assistance.

Advantages and innovations

- Proven cost savings
- Improved coding
- Staff efficiency
- Reduced transport costs
- Increased logistical efficiencies
- Additional IT information
- Web-based app
- AWS (Amazon Web Services) cloud-hosted
- Open APIs (Application Programme Interface) for ePR (Electronic Public Register)/path integration
- Secure file sharing
- ISO 27001 and 9001
- Virtual or onsite training
- Online training resources
- Support services

Stage of development

Already on the market

IPR Status

Trade Marks

Comment Regarding IPR status

Software so not patented

Profile Origin

Other

Keywords

Technology

01004001

Applications for Health

01004008

ERP - Electronic Resources Planning

Market

02007007

Applications software

02007012

Medical/health software

NACE

M.74.9.0

Other professional, scientific and technical activities n.e.c.

Q.86.1.0

Hospital activities

Open for EOI: **Yes**

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2015

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

Type: Hospital/Clinics

Role: Outpatient and inpatient care

Specific role of partner sought: integration of digital pre-assessment app into their hospital patient systems via commercial agreement with technical assistance.

Type and Size of Partner Sought

SME 11-50,R&D Institution,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Commercial agreement with technical assistance

Attachments

Partnering Opportunity

Profile status : Published

Technology Offer

COVID 19 : Payment card allowing local authorities to distribute emergency food aid and helicopter money to support economic recovery.

Summary

A Belgian SME offers a payment card dedicated to local authorities so they can support people to recover from the Covid-19 sanitary and economic crisis. It allows local authorities to distribute emergency food aid, distribute helicopter money and sustain economic recovery with public support. Thanks to a special partnership with Visa, the card is deployed quickly (2-4 weeks) and allows to restrict how the money is used. They are looking for commercial agreements with technical assistance

Creation Date	29 June 2020
Last Update	03 July 2020
Expiration Date	04 July 2021
Reference	TOBE20200527001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/5ba60e43-116d-42bb-82a7-87e119e2ff8c

Details

Description

The Covid crisis is generating an unprecedented economic crisis. Many local authorities in Europe may offer subsidies to persons in need in order to help them to go through the economic and social crisis. At the same time, many shops have been closed for a long time and the local authorities would be keen to support them as well. However, distributing and monitoring these subsidies are very complex issues. It is difficult to make sure that the subsidies are spent within the local economy.

In order to tackle these issues, a Belgian SME, well-known in the Belgian payment industry has developed a specific card.

The card is aimed at helping people recover from the Covid 19 sanitary and economic crisis. This payment card allows to:

- Distribute emergency food aid
- Distribute “helicopter money” to help economic recovery

The card allows local authorities to do that efficiently, in a secure and customizable way. Local authorities can choose where the money available on the card is spent.

The development has been done in partnership with Visa so it can be used everywhere as long as the shops involved have a usual Visa terminal. It can be deployed very quickly (between 2 to 4 weeks).

It allows to restrict how the card is used so that 100% of the funds are used as wished by the public authority. The restriction can be customised by the local authority; it can be for instance restricted geographically, according to sectors, according to sustainability, social impact etc...

Please find below the card main characteristics :

- Single load / reloadable
- Co branded with Visa and city/municipality
- Non Nominal (anonymous) cards
- Closed loop (restricted usage)
- Semi Closed loop option for easy merchant acceptance
- Mag stripe / contact / dual factor / digitalized
- Visa network
- Individual QR code for direct access to card balance, expiry date and transaction history
- Card expiry to be defined by the Partner (ex. 12 months)
- Instant and express printing available
- Standard credit card (CR80) card format, with QR code and equipped with a magnetic stripe, printing CMYK color with glossy finishing, size 86x54mm

This offer is conceived to have a minimal impact on the total cost of ownership.

The company is offering this solution to local authorities. The type of partnership sought is commercial agreements with technical support. The company can deploy the solution for local authorities and offer support and customisation. The aim is to increase efficiency and to avoid workload.

Advantages and innovations

Please find below the card's main advantages :

- support people in need
- quickly deployed
- controlled usage and validity period
- restricted to the shops that the local authorities want to support
- simple acceptance by merchants (Visa scheme)
- there is not transaction fee for the Municipality
- merchants paid directly by Visa
- easy to manage
- no risk of fraud (compared to paper vouchers)

- online monitoring and control
- different delivery and activation options
- the remaining funds of unused cards are paid back to the local authority

Stage of development

Available for demonstration

IPR Status

Secret Know-how, Trade Marks, Copyright

Profile Origin

COSME

Keywords

Technology

01003006	Computer Software
01003011	Electronic Commerce, Electronic Payment & Signature
11001	Socio-economic models, economic aspects
11004	Technology, Society and Employment

Market

07002005	Other retailing
07006	Other Consumer Related (not elsewhere classified)

Open for EOI: **Yes**

Dissemination

Relevant sector groups

ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME 50-249

Year Established

0

Already Engaged in Trans-National Cooperation

No

Languages Spoken

English
Dutch
German
French
Portuguese

Client Country

Belgium

Partner Sought

Type and Role of Partner Sought

The SME is seeking long term partnerships with local authorities in the form of commercial agreement with technical assistance.

Local authorities in charge of the social and economic recovery post Covid-19 are especially targeted.

Although local authorities are the main target, other types of public authorities are not excluded e.g. municipal, regional, national...

Type and Size of Partner Sought

251-500,>500

Type of Partnership Considered

Commercial agreement with technical assistance

Attachments

Partnering Opportunity

Profile status : Published

Technology Offer

Methodologies for antiviral efficacy and toxicity of drugs against new Covid-19

Summary

An Italian company, highly skilled in all preclinical stages of compound development, drug development and drug combination studies, has implemented a series of methodologies to study antiviral efficacy and toxicity of drugs, against new coronavirus SARS-CoV-2, having access to different viral strains for testing.

The Italian company is interested in commercial agreements with technical assistance, technical or research collaborations.

Creation Date 25 May 2020

Last Update 04 June 2020

Expiration Date 05 June 2021

Reference TOIT20200525001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/7a77ccd2-9545-495b-91e2-b9d563f2c718>

Details

Description

Not all laboratories can manipulate viruses such as SARS-CoV-2, as a high biological containment level is required. An Italian company based in a Science and Technology Park, has access to a newly built Biosafety Level 3 (BSL3) facility (50 m² lab space) where new coronavirus expansion can be performed and infected cell cultures can be maintained. The BSL3 facility has been validated and certified for ISO requirements by leading company with 40 years' experience in building clean rooms and high containment biosafety laboratories.

The Company's main mission consists in the development of drug composites directed to overcome the underlying

cellular perturbations common to viral diseases and cancers, especially as regards:

- Dysregulation of cellular transcription;
- Uncontrolled cell proliferation.

Its key operational fields are viral diseases and oncology. The Company is developing compounds against viral infections such as Hepatitis B, Human Papillomavirus, Epstein-Barr virus. In addition to this, given its unique mechanism of action, the company is running a program in the field of oncology. The Italian company is raising high interest from various pharmaceutical companies because of the research programs.

The Italian company has now access to different SARS-Cov-2 strains and having background in infectious diseases, high experience in drug combinations and drug development in general, was able to develop robust methodologies to test drugs (or other materials, such as antibodies) for anti-coronavirus activity. In detail:

- Testing efficacy of drugs against SARS-CoV-2;
- Testing cytotoxicity of drugs.

The company is interested in entering in contact other pharma companies that might be interested in such a know how, through commercial agreements with technical assistance (strong background of the research team can give specific technical advice).

Company can also be interested in technical o research and cooperation agreements with other companies or research organisations interested in submitting proposals under Horizon 2020 or other research programmes.

Advantages and innovations

The company has now access to different SARS-Cov-2 strains and having background in infectious diseases, high experience in drug combinations and drug development in general, was able to develop robust methodologies to test drugs (or other materials, such as antibodies) for anti-coronavirus activity. In detail they can offer both:

- Methodology of testing efficacy of drugs against SARS-CoV-2:

The Italian company can test drugs in MRC5 cells (human lung fibroblasts) and VERO (green monkey kidney epithelial cells) infected with different viral isolates from patients infected by SARS-CoV-2. Viruses have been made available through a research collaboration with Italian institutes active in fight against Covid at national level. Viral replication will be measured through ELISA revealing viral nucleoprotein. An IC50 (inhibitory concentration 50%) value will be calculated from a dose response curve.

- Methodology of testing cytotoxicity of drugs:

In parallel testing of the cytotoxicity of drugs can be performed by MTS (MTT) assay, a TD50 (toxic concentration 50%) value will be derived from a dose-response curve.

IC50 and TD50 values will be relevant to get a Therapeutic Index calculation.

Stage of development

Project already started

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

06001002	Clinical Research, Trials
06001015	Pharmaceutical Products / Drugs
06001018	Virus, Virology/Antibiotics/Bacteriology
06002007	In vitro Testing, Trials
09001002	Analyses / Test Facilities and Methods

Market

03007003	Other analytical and scientific instrumentation
04009	In vitro Testing, Trials
04012	Toxicology
05003005	Drug delivery and other equipment
05007002	Pharmaceuticals/fine chemicals

Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

0

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Italian

Client Country

Italy

Partner Sought

Type and Role of Partner Sought

The company is open to several types of cooperations: commercial agreements with technical assistance with other pharma companies that might be interested in such a know how and in applying it to specific own researches; company can also be interested in technical o research and cooperation agreements with other companies or research organisations willing to submitting proposals under Horizon 2020 or other research programmes.

Type and Size of Partner Sought

SME 11-50,University,R&D Institution,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Commercial agreement with technical assistance
Technical cooperation agreement
Research cooperation agreement

Attachments

Partnering Opportunity

Profile status : Published

Technology Request

COVID-19: Looking for healthcare providers and clinical experts interested in testing and validating innovative remote monitoring and telerehabilitation systems

Summary

An Italian SME focusing on the research and development of solutions in the field of digital biomarkers, telerehabilitation and home care monitoring, is looking for healthcare providers or research institutes interested in testing and validating innovative health solutions useful to face the management needs of the conditions imposed by the COVID-19. With the aim to co-design improved solutions and new platform features, research or technical cooperation agreement is proposed.

Creation Date	29 July 2020
Last Update	10 August 2020
Expiration Date	11 August 2021
Reference	TRIT20200721001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/43d22a07-4dae-412b-830d-3aabfc9eb6b5

Details

Description

An Italian high-tech company translates digital innovation into tools running on mainstream technologies to improve the quality of healthcare while reducing the costs. Its portfolio comprises different solutions in the field of digital biomarkers, telerehabilitation, data analysis, home care monitoring, and digital therapeutics.

The innovation strategy is rooted in the wide spreading of powerful and always connected devices in the everyday life of people. The vision of the company is focused on shaping the future of digital services providing reliable and

robust tools that can innovate the patient journey through reliable eHealth platform.

The Italian company has developed a telehealth platform for the large scale monitoring of well-being of patients during preventive isolation and subsequent controlled free-living phases. The solution provides a disruptive approach to patient monitoring based on:

- The collection of data through fully digitalized questionnaires about well-being and symptoms
- The use of sensors embedded into the patient's smartphone to collect data about their daily habits and physical status
- The transparent and fully privacy compliant monitoring of social interaction of patients
- A data fusion approach that provides indexes about longitudinal trends of patient health status able to early catch worsening and generate tailored alerts
- A multi-domain approach that takes into account both the physical and psychological spheres providing an all-around picture of patient wellbeing.

The backbone of the system consists of a web-based application equipped with an AI-based engine aimed at collecting and analyzing data about psychophysical status of citizens. The platform provides clinicians with a dashboard that allows them to view and interact with collected data through graphs about patient well-being trend and specific alerts about changes in patient psychophysical conditions. This information can be used to trigger specific actions or otherwise continuously monitor the patient database reducing the number of direct access to outpatient clinics. On the other hand, patients can easily report their well-being status through a dedicated web-application. The data collection is made through a three steps wizard based on the COVID-19 related risk assessment sheet adopted by the Italian Association of General Practice and the World Health Organisation Five Well-Being Index. Furthermore, the platform adds a specific stress test that can be made at home and helps general practitioners to better catch the physical status of patient and early detect the first symptoms of worsening. The platform also integrates a mobile app that exploits wearable and smartphone embedded sensors to assess the well-being of patient and thus pursue monitoring even in free-living conditions.

With the aim to support the remote management of the rehabilitation path and ensure continuity of care even during COVID emergency, the company has developed a patented wearable system that supports the functional rehabilitation delivering intelligence to real-life objects within the home-context. It brings a disruptive approach to physical therapy through:

- usage of real objects (glasses, cutlery, etc.) as tracked objects to guide and assess the exercises
- making daily actions effective exercises
- empowering patient engagement through challenging tasks
- reducing costs while improving the therapy outcomes.

The Italian company is seeking new opportunities to collaborate with healthcare providers interested in using and validating these solutions in a clinical context.

The company is particularly interested in testing and co-designing its platform within the processes implemented to manage the COVID-19 and related patient management procedures.

Research or technical cooperation agreement is proposed to hospitals or clinics interested in the new platform test and validation.

Technical Specification or Expertise Sought

The sought partners are healthcare providers willing to test and validate the innovative monitoring and telerehabilitation platform: private or public hospitals, clinics, elderly care centres, health services companies or associations, etc.

The ideal partners are health services providers interested in the co-design of innovative features and in the validation of the eHealth systems and platforms developed in terms of clinical evidences, usability and integrability in the standard clinical pathway.

Stage of development

Prototype available for demonstration

Comments Regarding Stage of Development

Both the remote monitoring platform and the telerehabilitation solution have been validated under operating conditions in collaboration with organizations active in the field of major diseases of the central nervous system.

IPR Status

Secret Know-how, Patent(s) applied for but not yet granted, Patents granted

Comment Regarding IPR status

The rehabilitative system has been patented while the monitoring platform has been developed by the company and it is under secret know-how.

Keywords

Technology

01003003	Artificial Intelligence (AI)
01003008	Data Processing / Data Interchange, Middleware
01004001	Applications for Health
06001013	Medical Technology / Biomedical Engineering
06005004	Remote diagnostics

Market

02007012	Medical/health software
02007016	Artificial intelligence related software
05007004	Monitoring equipment
05007006	Computer-aided diagnosis and therapy
05010003	Patient rehabilitation & training

NACE

M.72.1.9	Other research and experimental development on natural sciences and engin
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Open for EOI: **Yes**

Dissemination

Relevant sector groups

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2006

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Italian

Client Country

Italy

Experience

The Italian company has a long track of international cooperation. Within H2020 framework programme it participated in 7 research projects, one of them currently running.

Partner Sought

Type and Role of Partner Sought

Type of Partner Sought: provider of health services such as public or private hospitals, clinics, care centers for the elderly and chronically ill, etc.

Role of the partner: the healthcare provider has to use the innovative platform to assess its impact on the management of day-by-day clinical pathway of frail and chronic patients even under emergency conditions. The partner will collaborate in the platform co-design, indicating and testing needed new solutions and features to improve its impact and provide the best fit for the real clinical needs.

The Italian company proposes to implement the collaboration activity under research or technical cooperation agreement.

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10, 251-500, SME 51-250, >500

Type of Partnership Considered

Technical cooperation agreement
Research cooperation agreement

Attachments

Partnering Opportunity

Profile status : Published

Technology Request

Technology solutions allowing the maintenance of Safe Operating Procedures, including social distancing on construction sites in response to the COVID-19 pandemic

Summary

A Scottish (UK) based publicly funded organisation working with companies across the built environment sector is seeking technology based solutions to help maintain Safe Operating Procedures on construction sites, including means to work at a safe distance. Ideally these solutions will also incorporate other features to assist with the management of safe operations. The organisation seeks research or technical cooperation agreements or commercial agreements with technical assistance.

Creation Date 07 May 2020

Last Update 07 May 2020

Expiration Date 08 May 2021

Reference TRUK20200506001

Public Link <https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/78e5078e-6d98-496d-8d98-15a56cc0635e>

Details

Description

The COVID-19 pandemic has had a substantial impact on the Scottish construction industry, with all sites except those considered essential currently closed.

As the construction sector gets ready to recommission and recover within a COVID environment, the industry faces new challenges in getting its workforce and sites back into operation safely, securely and informed whilst ensuring improved productivity and performance. New challenges exist, for example, in operating and building safely on site whilst maintaining a social distance, and carrying out inspections and compliance remotely.

Many solutions to current challenges brought on by the COVID-19 crisis will be digitally based with technology and the management of information and personnel becoming ever more important.

This UK based publicly funded organisation is working on behalf of the Scottish construction industry and Scottish Government to facilitate access to new technology-based solutions for the sector, sourcing development and demonstration partners, trial sites and access to funding.

The organisation therefore seeks technology based solutions to help maintain Safe Operating Procedures on construction sites, including social distancing. Ideally these solutions will also incorporate other features to assist with the management of safe operations e.g. site access scanning for operatives and deliveries, inductions, RAMs (Risk Assessment Methods), daily safe starts, contact tracing etc. With this in mind, the organisation seeks research or technical cooperation agreements or commercial agreements with technical assistance.

Technical Specification or Expertise Sought

Through work already carried out it has been identified that maintaining social distance on construction sites is of key importance to the industry and will be vital to help work resume safely. The organisation seeks solutions which can alert the workforce if they are within a 2 metre distance of others. Solutions which assist further in terms of health and safety, productivity and efficiency will also be welcomed.

Keywords

Technology

01001001	Automation, Robotics Control Systems
01002004	Embedded Systems and Real Time Systems
01003003	Artificial Intelligence (AI)
01003006	Computer Software
02006007	Management of construction process & life

Market

02003	Specialised Turnkey Systems
02007007	Applications software
02007011	Manufacturing/industrial software
03001009	Other electronics related (including keyboards)

NACE

F.41.1.0	Development of building projects
F.41.2.0	Construction of residential and non-residential buildings
F.42.1.1	Construction of roads and motorways

F.42.1.3

Construction of bridges and tunnels

O.84.1.3

Regulation of and contribution to more efficient operation of businesses

Open for EOI: **Yes**

Dissemination

Relevant sector groups

ICT Industry and Services
Sustainable Construction

Client

Type and Size of Organisation Behind the Profile

Other

Year Established

0

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The organisation seek to source product, service and technology solutions suitable for further development, demonstration or delivery within the built environment. Through its core activities of facilitating engagement between industry, academia and the public sector, it can enter into technical or research cooperation agreements or provide access to suitable partners with suitable technical assistance.

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10,>500 MNE, 251-500, SME 51-250,>500

Type of Partnership Considered

Commercial agreement with technical assistance
Technical cooperation agreement
Research cooperation agreement

Attachments
