

# Partnering Opportunity

Profile status : Published

## Business Offer

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### Italian company developing photoluminescent panels and fabrics is looking for retailing and distribution partners

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#### Summary

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*The Italian company supported by leading university partners, has developed and tested a range of new photoluminescent products for design purposes. All these products, in addition to their original aesthetic pleasing effects, have a strong energy saving capacity. The company would like to establish relationships with agents and distributors, via commercial agency or distributoin agreements, to reach retailers and companies in the building, nautical and design sectors.*

**Expiration Date** 09 July 2021

**Reference** BOIT20200615001

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#### Partner Sought

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##### Type and Role of Partner Sought

Potential partners are agents and distribution companies in the field of building, nautical (yachting or luxury boats) and design (including furnishings).

# Partnering Opportunity

Profile status : Published

## Business Offer

**A renowned Korean manufacturer for steam methane reformer for hydrogen refueling system or industrial hydrogen production bases is seeking for business partnerships under commercial agency agreement or distribution services agreement**

### Summary

*A Korean company that develops and produces steam methane reformer seeks partners that establish on-site hydrogen refueling stations or industrial hydrogen production bases through commercial agency agreements and distribution services agreements. Steam-methane reforming produces syngas (mixture of hydrogen and carbon monoxide gas) by reaction of hydrocarbons with water and this method takes up to hydrogen production.*

Expiration Date 25 July 2021

Reference BOKR20200628001

### Partner Sought

#### Type and Role of Partner Sought

This Korean company hopes to cooperate with a partner that has a network with companies and institutions that build on-site hydrogen refueling stations or industrial hydrogen production bases, or companies that need hydrogen production. Through the partnership, the potential partner is expected to purchase hydrogen reformer products and sell them to companies /institutions in needs.

# Partnering Opportunity

Profile status : Published

## Business Offer

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**Turkish manufacturer of steam boilers, hot oil boilers and auxiliary equipment is looking for distribution partners, commercial agents and manufacturing agreement to increase market share**

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### Summary

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*A well-established Turkish steam boiler and hot oil boiler manufacturer offers a wide product range. The company would like to sign distribution services, commercial agency and manufacturing agreements to sell its machines to wider markets.*

Expiration Date      03 July 2021  
Reference              BOTR20200527001

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### Partner Sought

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#### Type and Role of Partner Sought

SMEs with experience and a solid customer mass in the relevant sectors that are mentioned above. Long-term and medium-term partners who have well-developed commercial agency, manufacturing agreements, distribution channels and to cooperate with under distribution services agreement.

# Partnering Opportunity

Profile status : Published

## Business Offer

**Ukrainian leading developer and manufacturer of equipment for biodiesel production based on new cavitation processors is looking for the international partnership based on the commercial agency agreement or distribution services agreement.**

### Summary

*Ukrainian company, established in 2011, is engaged in the development and production of equipment for biodiesel production based on new cavitation processors. The company is looking for international partners to conclude a commercial agency agreement or distribution service agreement.*

Expiration Date 07 July 2021

Reference BOUA20200605004

### Partner Sought

#### Type and Role of Partner Sought

The company is interested in the long-term cooperation under distribution agreement or commercial agency agreement with distributors or commercial agents who have experience in introducing the biodiesel processors or similar equipment for farms, transport parks, biodiesel plants.

The desired outcome of an international partnership: expanding the sales network worldwide.

# Partnering Opportunity

Profile status : Published

## Business Offer

**The Ukrainian company specialized in production of different types of copper and aluminium wires for electrical purposes offers both manufacturing and distribution services agreement**

### Summary

*A Ukrainian company specialized in the production of enamelled round copper and aluminium wire, rectangular bare copper wire for electric purposes, fibreglass insulated round and rectangular copper wire, round copper wire without insulation as well as copper and aluminium wires with paper and tape insulation is offering manufacturing and distribution services agreements.*

Expiration Date 21 July 2021

Reference BOUA20200625002

### Partner Sought

#### Type and Role of Partner Sought

A Ukrainian company manufacturing enamelled copper and aluminium wires for electric purposes is looking for :

- 1) foreign manufacturers who are engaged in the production of electric motors, generators, transformers or the products with them for supplying of enamelled copper and aluminium wires;
- 2) distributors who can sell enamelled copper and aluminium wires to the companies which are engaged in the production of electric motors, generators, transformers or the products with them.

# Partnering Opportunity

Profile status : Published

## Business Offer

**Spanish Foundry which is focused aesthetic grey laminar iron cast in extra large format of DISAMATIC moulding system and porcelain enamel finishing is looking for outsourcing, subcontracting or manufacturing agreements.**

### Summary

*The foundry is operated by a Spanish family owned multinational industrial group established in 1956 and located in the North of Spain. The foundry cast parts for wood-gas burning appliances, biomass heating appliances, cooking devices, home cookware, urban furniture... Everything related to aesthetic grey laminar iron, whatever finishing required (raw, dressed, machined, painted, porcelain enamel, assembled...) is looking for outsourcing, subcontracting or manufacturing agreements.*

Expiration Date 07 July 2021

Reference BOES20200604001

### Partner Sought

### **Type and Role of Partner Sought**

The Company is looking for Industries who wants to source or is already sourcing the production of cast iron parts.

Partners who want to receive a single casting or a complete finished product.

Partners who wants raw castings or any other surface finishing (like porcelain enamel, painting, just dressed,...).

Partners who may need engineering support to design cast iron parts.

The Foundry wants to be its preferred castings supplier.

# Partnering Opportunity

Profile status : Published

## Business Offer

**Prototyping and serial production of technologically complex metal products for automated intralogistics, agricultural machinery, waste-processing machines, medical equipment and wind power plants, offered under manufacturing or subcontracting agreement**

### Summary

*Slovenian small company from Primorska region, manufacturer of metal components for high-tech products (self-propelled robotic vehicles, agricultural and waste-management machines) offers cooperation to foreign manufacturing companies from the sectors of transport/logistics, agricultural machinery, waste-processing machines and clean energy. The company offers prototyping and serial production of metal products or components under manufacturing or subcontracting agreement.*

Expiration Date 25 July 2021

Reference BOSI20200617001

### Partner Sought



### **Type and Role of Partner Sought**

The company is looking for new business partners between medium and large companies, manufacturers of innovative products in advanced industrial sectors such as clean energy, agro-processing sector, medical industry, robotic automation.

They want to offer the companies prototyping and serial manufacturing of their products from aluminium, steel and stainless steel.

The task of the partners sought will be to present their development and production challenges for their (new) products to a Slovenian company and/or to prepare drawings for the production of mechanical parts, welded parts of their products. The Slovenian company then, in accordance with the agreement (subcontracting or manufacturing agreement) will carry out all the requested phases of product development in one place: preparation of tools, jigs, templates, production of samples and then serial production.

# Partnering Opportunity

Profile status : Published

## Business Offer

### A UK (Scotland) based SME providing services in sustainability reporting and space data analysis is looking for agents in Eastern Europe

#### Summary

*An established UK based company's software provides sustainability and responsibility reporting. Combining satellite-derived earth data with other data sources and developing strategic, digital, geo-analytical insights, used by businesses and governments worldwide. It is looking for environmental monitoring consultancies as value added reseller agents in Eastern Europe including the Baltic States, Poland, Hungary, Czech Republic and Slovakia. Commercial agency or Licensing agreements desired.*

Expiration Date 30 July 2021

Reference BOUK20200520001

#### Partner Sought

##### Type and Role of Partner Sought

A business that provides environmental services, including remediation services, oil recycling, wastewater treatment, waste management, natural resource management and environmental auditing.

In particular those environmental services companies that focus on multiple services and want to add value to their service portfolio by adding sustainability reporting.

Ideally with 100 to 200 customers and employing more than ten people.

# Partnering Opportunity

Profile status : Published

## Business Offer

**A specialist UK based tier 1 fine limit sheet metalwork supplier offers its services to companies from aerospace, automotive, defence under a manufacturing, outsourcing or subcontracting agreement.**

### Summary

*UK company producing sheet metalwork of fine tolerance and various complexity, by a highly skilled workforce, from a variety of materials including aluminium, copper, mild, stainless steels and plastics. The company has a wide range of modern high-quality machinery and can produce parts for aerospace, automotive, defence under customers' unique specifications. Depending on customer needs the company can offer a manufacturing, outsourcing or subcontracting agreement.*

Expiration Date 22 July 2021

Reference BOUK20200629001

### Partner Sought

#### Type and Role of Partner Sought

Partners sought are companies from aerospace, automotive or defence sectors. The scope of operations and responsibility will be clearly defined by the interested Partners. The UK company will then perform the service, according to the detailed technical specification received, the agreement reached and the deadlines agreed.

The company can offer manufacturing, subcontracting or outsourcing agreement depending on their clients' needs.

# Partnering Opportunity

Profile status : Published

## Business Offer

### **Dutch company in plug and play energy installations offers a solar boathouse to be sold in Belgium and Germany under a distribution services agreement**

#### Summary

*A Dutch engineering company with experience in generating and storage of renewable energy has developed a new product based on solar panels. The boathouse makes a combination of docking a boat and generating photovoltaic (PV) power with a short pay-back period. To expand the market the company is looking for partners in Belgium and Germany. The type of collaboration proposed is a joint venture or a distribution services agreement, but a license agreement is also possible.*

**Expiration Date** 18 July 2021

**Reference** BONL20200713002

#### Partner Sought

### Type and Role of Partner Sought

The prefab boathouses can be delivered in parts that can be assembled easily on site. The electric parts have to be installed by a certified electrotechnical installer and there will be some need for regular servicing of the boathouse. Therefore the type of partner looked for has these skills, or is a reseller of boats and boathouses and is interested in hiring a party with these expertises.

Joint venture: the company is interested in investing together with the partner in a range of boathouses.

Distribution services agreement: the partner keeps some boathouses on stock, sells the products and gets all the support needed from the company

License agreement: the partner can use the design and pays a fee for every boathouse sold. The company can deliver some special parts.

# Partnering Opportunity

Profile status : Published

## Business Offer

**Italian producer of gaskets and provider of maintenance services is looking for international partners under distribution services and/or outsourcing agreements.**

### Summary

*The SME produces different types of metallic and metallic/rubber gaskets for the Oil&Gas, petrochemical, thermoelectric, thermonuclear, refining sectors and offers an advanced on-site technical maintenance service. The company wants to expand its business to new markets (especially, but not only, the USA, Northern Europe and China) and new sectors (green energy, biomass, distribution of energy, water and gas, pharmaceutical and cosmetics) under distribution services or outsourcing agreements.*

Expiration Date 18 July 2021

Reference BOIT20200626001

### Partner Sought

#### Type and Role of Partner Sought

The company is looking for long-term distribution services and outsourcing partnerships to help expand sales in new markets and sectors.

In particular, the company is seeking new end-customers (users), EPC contractors, skid and heat exchanger manufacturers, petrochemical and chemical plants, producers and distributors of energy, water, gas (LNG and medical) and pharmaceutical/cosmetic.

The company is open to partnership with both private and public companies and end-users under distribution services or an outsourcing agreement.

# Partnering Opportunity

Profile status : Published

## Business Offer

### **A Romanian manufacturer of LED lamp and lighting systems is looking for partners under distribution services agreement, commercial agency agreement and subcontracting**

#### Summary

*The Romanian SME produces and assembles solar panels that produce electricity (photovoltaic panels) - complete systems and also lighting based on LEDs. The company is well established on the national market and wishes to expand its international market all over the world. The organization is looking for international cooperation under commercial agency agreement, distribution services agreement and subcontracting.*

Expiration Date 16 July 2021

Reference BORO20200408001

#### Partner Sought

##### Type and Role of Partner Sought

The Romanian manufacturer is looking for distributors for electrical components, partners in the field of construction, electrical stores, owners of: factories, halls, hotels, pensions, as well as architects, designers.

The Romanian company is ready to establish long term cooperation on the basis of a distribution services agreement, of a commercial agency agreement and for the purpose of subcontracting.

# Partnering Opportunity

Profile status : Published

## Business Offer

### Ukrainian company specializing in power generation and waste heat recovery equipment seeks agents and engineering, procurement, and construction contractors

#### Summary

*Ukrainian producer of power generation and waste heat recovery equipment offers the manufacture of gas turbine power plants, waste heat boilers and heat recovery steam generators, heat exchangers, parts of steam boilers (radiation superheaters, reheater panels, etc.), auxiliary equipment, metal structures, high frequency (HF) - welded fin tubes – all made to order. It aims to contract agency agreements and manufacturing contracts (including works as a subcontractor) with potential partners.*

**Expiration Date** 29 July 2021

**Reference** BOUA20200702006

#### Partner Sought



## Type and Role of Partner Sought

The potential partners of the company are:

- agents,
- EPC contractors, that will have access to customers within power facilities construction, capable of turnkey project delivery within power facilities construction (CHPs, oil and gas extraction), construction of major industrial and infrastructure objects.

The commercial agents will promote the company's products and establish the link between the company and the end-users.

Products within the company's product range and specially designed products upon customers' requests will be manufactured under manufacturing or subcontracting agreement.

All partners will be provided with brochures, catalogues, on-line documents.

All other issues between the company and the partner will be discussed before signing the agreement.

In order to increase its market share, the company would like to establish reliable long term business relations with partners.

# Partnering Opportunity

Profile status : Published

## Business Request

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**A Belgian process innovation and construction company is looking for providers of (1) high-power electrical resistances and (2) high power electrical process heaters under supplier or manufacturing agreement.**

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### Summary

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*The Belgian company makes production processes in the energy-intensive industries more efficient. In order to rebuild the production processes of their clients, the company is looking for providers of high-power (> 100 kW) electrical resistances to be used for converting gas-powered utilities. It is also looking for electrical process air heaters for humid air for an energy-efficient electrical coffee bean roaster under supplier or manufacturing agreement.*

Expiration Date 11 July 2021

Reference BRBE20200701001

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### Partner Sought

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### **Type and Role of Partner Sought**

The Belgian company is looking for industrial partners with extensive knowledge in two aspects (1) high-power electrical resistances and (2) high power electrical process heaters. It is not essential that those two products are delivered by the same partners.

As for the (1) high power electrical resistances, the partner should build the heating elements and controllers themselves. The cooperation could be in the form of a supplier agreement or a manufacturing agreement.

For the (2) high power electrical process heaters it is expected that the partner also cooperates in the development of the heaters and the cooperation will be in the form of a manufacturing agreement.

# Partnering Opportunity

Profile status : Published

## Business Request

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**Spanish industrial engineer is looking for partners offering energy efficiency solutions applicable to different industrial sectors for a commercial agency or distribution agreement.**

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### Summary

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*Spanish industrial engineer based in Barcelona is looking for innovative solutions that offer a measurable advantage in terms of energy efficiency or in general with UN Sustainable Development Goals (SGD). The solutions can be applicable to water / industrial / energy sectors. He is interested in a commercial agency agreement or a distribution agreement.*

Expiration Date 08 July 2021

Reference BRES20200610001

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### Partner Sought

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### Type and Role of Partner Sought

The Spanish engineering is looking for original equipment manufacturers offering a product with significant energy efficiency or in general with UN Sustainable Development Goals advantages for energy production and distribution, water treatment, chemistry, petrochemistry and refineries, food and beverages, pharmaceutical industry, paper mills or steel.

Partner sought should be interested in introducing their products in the Spanish market through a commercial agency agreement. After the product is introduced distribution, after sales service could be added. Both in agent and distribution agreement he is looking for an exclusivity Spanish region agreement

# Partnering Opportunity

Profile status : Published

## Business Request

### Spanish engineering and construction company is looking for partners within the power sector in the United Kingdom and Germany

#### Summary

*Spanish leading engineering and construction firm, working in power, infrastructures and water sectors is looking for partners in the United Kingdom and Germany (engineering firms, contractors, developers) to work together in power generation projects and substations.*

*The Spanish company would be very interested in setting a commercial agency agreement, a joint venture agreement or an outsourcing agreement.*

**Expiration Date** 29 July 2021

**Reference** BRES20200720001

#### Partner Sought

## Type and Role of Partner Sought

The Spanish company is mainly looking for three (3) types of partners:

- Local Engineering firms with knowledge of the power sector and able to complement the capabilities of the Spanish company within the United Kingdom and Germany. They should intend to expand their activities by combining their capabilities with those of the Spanish company and being able to manage licensing and permitting issues and to work according to local regulations and norms. The scope of each party will be agreed depending on own experience.
- Local contractors: companies already working or willing to work in the power sector which want to strengthen their engineering capabilities or to integrate them into turn-key projects. Ready to create consortiums or joint ventures and flexible to adapt them to every single project. Must know the market.
- With developers: The Spanish company is willing to collaborate in the development of power generation projects. Collaboration would be agreed case by case or under a frame agreement depending on capabilities and needs.
- Other partners like i.e. technology providers or R&D institutions are also welcome to express interest in the Spanish company's cooperation proposal.

# Partnering Opportunity

Profile status : Published

## Research Development Request

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### **Urgent - H2020-LCE-2017-RES-IA – partner from agro-food sector sought for demo site for a set of tools and methods for the development of industrial solar heat projects**

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#### **Summary**

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*A German SME looks for a company from the agro-food industry to complete the consortium of the project SHIP2FAIR (Solar Heat for Industrial Process towards Food and Agro Industries commitment in Renewables). The project is already ongoing and receives funding under the call - H2020-LCE-2017-RES-IA. The sought partner should require heat in the medium temperature range (100°C to 400°C) and be interested in having installed a demo site on their premises. Partnership will be a research agreement.*

**Expiration Date** 15 August 2020

**Reference** RDDE20200724001

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#### **Partner Sought**

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### Type and Role of Partner Sought

Type of partner sought: Industry, medium/large SME

Specific area of activity of the partner: agri-food and beverage

Tasks to be performed by the partner:

- receive the demo site on their premises
- prepare the area for installation (ground or roof) and make interconnection to the existing heat network (to be discussed)
- participate in annual meetings.
- share data of the solar plant performance (after installed) for the other work packages within the project

# Partnering Opportunity

Profile status : Published

## Research Development Request

### H2020-Fast Track to Innovation (FTI): Solar process heating as a service, end user sought for demonstration plant for solar process heating

#### Summary

*A German SME looks for an industrial end-user requiring process heat. The heat will be provided by a demonstration plant for solar process heating with concentrating solar thermal collectors installed at the partner's site. The partner can be from the food & beverage, chemical, textile or metal sector. The project aims at collecting reliable performance data necessary to further develop the market for solar process heating. Partnership will be a research agreement in the frame of an FTI project.*

Expiration Date 01 September 2020

Reference RDDE20200713001

#### Partner Sought

##### Type and Role of Partner Sought

Type of partner sought: Medium to large industrial company

Specific area of activity of the partner: Food & Beverage, Chemical, Textile, Metal

Tasks to be performed by the partner: Consuming process heat and ensuring real commercial systems for performance testing. Allowing third party research institute to undertake long-term measurements of collector field performance.

# Partnering Opportunity

Profile status : Published

## Technology Offer

### Recycling, upcycling and downcycling engineering to improve the value chain of waste and secondary feedstocks

#### Summary

*A well-established Austrian company offers solutions in the field of strategic research, innovation, scale-up, engineering and turnkey plant construction. The focus lies on green technology solutions to improve the value chain of waste and secondary feedstocks. The goal is to recycle and upcycle unused waste streams in food and biomass processing, as well as rendering. Partners are sought for licencing, technical cooperation agreement, commercial agreement and possibly research cooperation.*

**Expiration Date** 16 July 2021

**Reference** TOAT20200705001

#### Partner Sought

### Type and Role of Partner Sought

The Austrian company is looking for customers and partners. Customers are problem owners, who need specialist support to scale up and speed up their ideas and developments. Technical cooperation agreements and/or commercial agreements with technical assistance are sought in these cases. Partners are technology owners, research centres, start-ups, scale-ups and universities, who are problem solvers in the field of green tech solutions. Licence agreements could be envisaged in this case. While it is not the primary aim of the company, research cooperation agreements would not be excluded should the right opportunity arise with a university or research institute.

Partners should be active in sectors where the Austrian company has expertise, namely food processing, waste, rendering and biomass processing. The project phase/TRL (technology readiness level) is not important as the Austrian company can offer support at various stages from ideas and prototypes to lab testing and turnkey solutions.

# Partnering Opportunity

Profile status : Published

## Technology Offer

### Innovative multifunctional turbine for the production of electric energy

#### Summary

*An Italian startup, based in Milan, has designed and patented a new multifunctional turbine which can produce electrical energy from the energy of any fluid under pressure and function as a compressor or hydraulic pump.*

*Scientific and industrial partners are sought for further development and applications under a technical cooperation, research or joint venture agreement.*

**Expiration Date** 09 July 2021

**Reference** TOIT20200603001

#### Partner Sought

##### Type and Role of Partner Sought

The start up is looking for:

- scientific partners in the field of energy production for further development ( prototyping at different scales) and testing ( with different fluids)under a technical cooperation or research agreement .

- industrial partners, such as turbine or compressor or generators manufacturers or electricity producers, for a joint venture agreement aimed at industrial applications of the turbine

# Partnering Opportunity

Profile status : Published

## Technology Offer

**New technology increasing energy efficiency and reducing the CO emissions of electric installations with more than 4%.**

### Summary

*An Italian SME established in 1999 with headquarter, R&D and production unit in Northern Italy has developed a new technology to increase the energy efficiency, improve the power quality and reduce CO emissions, of electric installations in industrial plants, supermarkets, hotels, shopping centres and public buildings, with more than 4%. Companies interested to integrate this centralized energy efficiency solution into their systems are sought for commercial agreement with technical assistance.*

Expiration Date 24 July 2021

Reference TOIT20200706001

### Partner Sought

#### Type and Role of Partner Sought

Companies interested to improve Energy Efficiency, Power Quality and contribute to the reduction of COx emissions of electric installations from different sectors such as food processing, mechanical industry, plastic industry, office buildings, supermarkets, hotels, shopping centres and public sector facilities, through commercial agreements with technical assistance are sought.

# Partnering Opportunity

Profile status : Published

## Technology Offer

### Satellite-based snow monitoring for improved hydropower runoff predictions

#### Summary

*Swiss Earth-observation company provides detailed snow information for improved water- and risk management worldwide. The company is looking for commercial agreements with industrial partners in the hydropower, insurance and transportation sector for the validation of the system's financial benefit with technical assistance and user experience feedback.*

Expiration Date	15 July 2021
Reference	TOCH20200706001

#### Partner Sought

### Type and Role of Partner Sought

The specific area of activity of the partner:

- Industrial partners, in the hydropower sector.
- Industrial partners, in the insurance sector.
- Industrial partners, in the transportation sector.
- Industrial partners, in the tourism sector
- Industrial partners, in the water management sector

The tasks to be performed by the partner sought:

Validation of the system's financial benefit with technical assistance and user experience feedback.



# Partnering Opportunity

Profile status : Published

## Technology Offer

### Reliable, cost-effective condition monitoring, prognostics and health management of rotational machines and drives

#### Summary

*A Slovenian public research organization has developed a platform built on a portfolio of hardware and software modules for diagnosis and prognosis of the remaining useful time of rotational machinery. The employed algorithms are completely new to the industry. The solution is capable of non-invasive monitoring on a wide range of classic industrial drive components. Partners are sought for licensing and technical cooperation agreements.*

**Expiration Date** 04 July 2021

**Reference** TOSI20200629002

#### Partner Sought

##### Type and Role of Partner Sought

Partners are sought among the manufacturers of the machinery and end-users in oil, petrochemical, gas, energy and process industry.

Technical cooperation is sought to integrate the platform into the machinery. The other option is platform and know-how licensing agreement.

# Partnering Opportunity

Profile status : Published

## Technology Offer

### Nanostructures for energy and biomedical applications

#### Summary

*A research group from Spain working on physical chemistry has developed nanotechnology solutions applied to different fields, including photovoltaic devices and biomedical applications, achieving enhanced performance and superior flexibility in the design.*

*They are interested in collaborating with public and private companies with expertise in the nanotechnology field under license, financial and research cooperation agreement.*

Expiration Date 07 July 2021

Reference TOES20200619001

#### Partner Sought

##### Type and Role of Partner Sought

- Private companies in the field of nanotechnology applications for license or funding agreement with the objective of transferring the innovative technology to the industry and collaborating with the commercialization activities.
- Public or private entities for research or technical cooperation agreements, with the objective of exploring new research lines and applications of the new technology

# Partnering Opportunity

Profile status : Published

## Technology Offer

### Novel air-conditioning hose system for aircraft cabin maintenance

#### Summary

*A Singapore institute of higher learning offers a novel hose system for air-conditioning that has a complete industry-applicable setup for aircraft cabin repair and maintenance. The technology improves the hose efficiency in terms of pressure loss and reduces the rise in temperature from inlet to outlet. It offers an efficient field-applicable setup that can be used in the aircraft Maintenance, Repair and Overhaul (MRO) industry. The institute seeks to license this technology to MNEs/SMEs.*

**Expiration Date** 03 July 2021

**Reference** TOSG20200621001

#### Partner Sought

##### Type and Role of Partner Sought

The Singapore institute of higher learning is interested in licensing agreements with partners that can be MNEs or SMEs of all sizes where the partner could develop it further into new products or services to be launched in the market.

The type of partners could include aircraft manufacturers, repair workshops, maintenance hangars and MRO centres.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Spanish company is looking for partners for further development of a non-conventional alternator.

#### Summary

*A Spanish start-up with experts in the development of ground-breaking systems for wind energy generation is looking for partners to further develop a non-conventional alternator. The main objective is to introduce improvements to the alternator's functioning to increase its efficiency and to maximize the generation of electricity from the energy captured by the device. The partnership sought is a technical or a research cooperation agreement.*

**Expiration Date** 29 July 2021

**Reference** TRES20200713001

#### Partner Sought

##### Type and Role of Partner Sought

The company is looking for a partner (industrial or academy) with a wide expertise in kinetic and mechanical energy conversion into electricity capable to develop innovative alternators. The outcomes expected from the collaboration is an improved alternator to be incorporated into the device ready to market. The partnership shall be a in the form of a technical cooperation agreement.

The company is also interested in partners to apply to calls (i.e. Eurostars programme) with the same objective, to improve the efficiency of the alternators.

# Partnering Opportunity

Profile status : Published

## Technology Request

**A renowned Korean manufacturer of steam methane reformer for hydrogen refueling system is seeking carbon dioxide reduction technology under license agreement, JV agreement and research cooperation agreement**

### Summary

*A renowned Korean manufacturer of steam methane reformer for hydrogen refueling system is seeking carbon dioxide reduction technology to improve energy efficiency and reduce greenhouse gas emissions. CO2 capture/storage technology (CCS), carbon utilization technology (CCU) and steam plasma technology could be ways to reduce carbon emission and any potential partner possess such technology would be welcomed for further discussion under license, JV or research cooperation agreements.*

Expiration Date 14 July 2021

Reference TRKR20200628001

### Partner Sought

#### Type and Role of Partner Sought

The Korean company is considering technology cooperation with a company, research institution, university, etc. having or developing three technologies mentioned above - CO2 capture/storage technology (CCS), carbon utilization technology (CCU) and steam plasma methane reforming technology - under license agreement, JV agreement and research cooperation agreement.

# Partnering Opportunity

Profile status : Published

## Technology Request

### Ukrainian company seeks the best technology for biomass power plants

#### Summary

*A Ukrainian company in the alternative energy field seeks the best technology for functioning the biomass power plant. The company offers to establish the technical cooperation agreement leading towards the development of the ESCo (Energy Service Company) market.*

Expiration Date 24 July 2021

Reference TRUA20200605001

#### Partner Sought

##### Type and Role of Partner Sought

The company seeks developers of the biomass power plant operation technology and constructors of such plants. The company offers to establish the technical cooperation agreement

# Partnering Opportunity

Profile status : Published

## Technology Request

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**A German utility company is looking for an IT or ICT company or start-up for the collection and transmission of customer data**

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### Summary

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*A German utility company from North Rhine-Westphalia is looking for a company or start-up for the award of a service agreement to implement a project to collect customer and visitor data in shops and to transfer the data via LoRaWAN (Long Range Wide Area Network). In addition to the collection of customer data for corona purposes, conclusions regarding marketing and personnel deployment may also be made.*

**Expiration Date** 14 July 2021

**Reference** TRDE20200703001

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### Partner Sought

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### **Type and Role of Partner Sought**

The German utility company seeks start-ups or companies from the IT or ICT sector for a service agreement.

The company should have experience in the conversion and implementation of ICT and AI technologies. The company should also be able to provide technical support for a large company.

It is a service contract that has a defined beginning and a defined end and should achieve clear results and milestones.

The company can be of any size, but must be able to react flexibly and promptly.

In a first step an implementation concept is to be developed, which is then determined.

Afterwards, the technical framework conditions are to be created in order to record the desired data in accordance with data protection regulations. The service company must provide the data in an orderly form so that appropriate analyses can be carried out.



# Partnering Opportunity

Profile status : Published

## Business Offer

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### **Inventor from Bosnia and Herzegovina is looking for investors to start a mass production of a surge protector device for the international market**

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#### Summary

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*An inventor from Republic of Srpska, Bosnia and Herzegovina is looking for partners/investors who will provide the necessary financial and organizational support by entering a financial, license or manufacturing agreement, in order to start mass production of a surge protector device for the international market.*

**Expiration Date** 25 July 2021  
**Reference** BOBA20200706004

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#### Partner Sought

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### Type and Role of Partner Sought

Inventor is looking for an investor who would be interested in entering a financial agreement with him. It is required for the investor to bring in necessary funds to start a factory where the manufacturing process will happen. Also, the inventor will invest some financial funds and his intellectual property rights. According to the agreement, the profit is to be divided between inventor and investor.

As for the licensing agreement, the inventor is open to sell or lease patent rights to an investor who is interested in buying/leasing it. In the case of selling patent client would legally transfer patent rights to the investor, and in exchange client would require a fee to be paid. The fee is negotiable and depends on projected market potential of the patent.

If an investor wants to lease the patent rights, the inventor would require it to be for at least 10 years. In exchange, the client would require yearly fee on all profit made from the patent.

The inventor is also interested in partnering up with a manufacturing company which would be interested in manufacturing this product. That company would be in charge of the whole manufacturing process, while client company would be in charge of marketing, packaging, shipping, and customer support. Manufacturing partner would receive a monthly sales fee as a percentage of all profit made. The inventor is looking to sign a manufacturing agreement which would last for at least 3 years.

# Partnering Opportunity

Profile status : Published

## Business Offer

### **An Irish SME developer of a meter tracking and mobile fleet management system looks for fuel distribution companies**

#### Summary

*An Irish SME has developed a two-part software and hardware system for fuel distribution companies. It is a comprehensive stock, fleet, order management system that allows fuel distribution companies to take control of their fleet operations.*

*The tracking system presents collated analysis of stock and vehicle activity and a smartphone application also provides a snapshot of business activity. The company is seeking partners for distribution services agreement.*

Expiration Date 18 July 2021

Reference BOIE20200507001

#### Partner Sought

##### Type and Role of Partner Sought

The Irish company is looking for flow meter manufacturers, fuel distribution companies and a second type of partner sought are suppliers of back office/accounting systems in the fuel distribution sector to collaborate under a distribution services agreement.

# Partnering Opportunity

Profile status : Published

## Business Offer

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**Company operating in Turkey, focusing on cloud-based remote management technologies for water and energy management of large-scale or micro-scale water control management offers solutions for projects**

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### Summary

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*The company, which was established in 2017, produces water management software and software-compatible panel systems. They only work on water management systems. The company is looking for a trade agreement.*

Expiration Date 29 July 2021

Reference BOTR20200706004

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### Partner Sought

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#### Type and Role of Partner Sought

The company wants to work with companies that have experience in automation. They are looking for a commercial agency agreement.

# Partnering Opportunity

Profile status : Published

## Technology Offer

### Portuguese developer of location analytics (geospatial analytics) software – SaaS - is looking for location data providers and companies working with geospatial data for a technical cooperation agreement

#### Summary

*A Portuguese SME founded in 2014 is looking for location data providers and companies working with geospatial data to establish a technical cooperation agreement. Its product is a user-friendly location analytics software (SaaS) with no-code solution, where business users can make faster and better decisions based on reliable spatial insights. This refers to an innovation challenge where the technology makes it easier for data providers to bring data to life and sell it to end customers.*

Expiration Date 10 July 2021

Reference TOPT20200701002

#### Partner Sought

##### Type and Role of Partner Sought

The provider is looking for companies working with location data and GIS (geographic information system) that will use datasets to build data products on top of the provider software under a technical cooperation agreement.