

## Business Request

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# A furniture producer is looking for co-production partners

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### Summary

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*A company from Poland which specializes in furniture production is looking for partners abroad. A potential partner should be eager to start co-production activities with the company (furniture production).*

**Reference** BRPL20131212001

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### Details

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#### Advantages and Innovations

high quality of products over 30 years of experience in branch

#### Technical Specification or Expertise Sought

The potential partner should have some expertise in wooden furniture production.

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### Client

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#### Client Country

Poland

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### Partner Sought

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#### Type and Role of Partner Sought

A potential partner should have long experience in branch and be eager for long lasting cooperation.

#### Type and Size of Partner Sought

SME 51-250

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## Type of Partnership Considered

Reciprocal production

## Business Request

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### **Well established Hungarian porcelain manufacturer is looking for supplementary products for its own brand.**

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#### **Summary**

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*Hungarian manufactory is looking for partners, who produce supplementary products - e.g. glassware, glass objects, table cloth, cutlery, table decoration, etc. - to add them to the manufactory's own portfolio, to supply added value to the customer, and to merchandise all these products under the manufactory's brand.*

**Reference** BRHU20131016001

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#### **Details**

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##### **Advantages and Innovations**

The manufactory developed an unmatched technology for producing decorative porcelain objects and wonderful tableware, eosin, pyrogranite, and other specialities. The objects are mostly unique and irreproducible due to the unique technology used in the manufactory. The manufactory's brand has stood for tradition, individuality, artistic value, and constant renewal for over 160 years. People such as József Rippl-Rónai, Ferenc Martyn, Victor Vasarely, Ödön Lechner, and many more have contributed to the work done at the factory.

##### **Technical Specification or Expertise Sought**

The manufactory is looking for partners who produce supplementary products beside its own, e.g. glassware, glass objects, table cloth, cutlery, table decoration, etc. The manufactory is also open for further products which supplement its products in this sense. High quality is a very important characteristic of the supplementary products. It also has to be available in higher volume, but the factory would make specific agreements in case of each product.

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#### **Client**

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##### **Client Country**

Hungary

## Partner Sought

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

The manufactory is looking for partners who can produce their products in higher volume, and also continuously and/or on request. The manufactory is also open for further products which supplement its products in this sense.

### **Type and Size of Partner Sought**

>500

### **Type of Partnership Considered**

Distribution services agreement  
Commercial agency agreement

## Business Request

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### **French company is looking for a subcontractor in European countries in the sector of electric drives and electro magnetic solutions.**

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#### **Summary**

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*French electric motor and generator design expertise company is looking for a subcontractor in the same sector. This company customizes products with different options adapted to the customers' requirements and would like to enlarge its solutions and expertise.*

**Reference**                      BRFR20140314001

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#### **Details**

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##### **Advantages and Innovations**

This company draws on decades of experience and know-how with their engineers and their premium partners and suppliers worldwide.

#### **Client**

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##### **Client Country**

France

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#### **Partner Sought**

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

The future partner will work on the field of electric drives or electro magnetic solutions. Seriousness, and long term cooperation are required.

##### **Type of Partnership Considered**

Subcontracting

## Business Request

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### **A Bulgarian company in the field of electrical engineering looks for electrical equipment producers and suppliers for trade intermediary partnerships**

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#### **Summary**

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*A Bulgarian company for design, testing and commissioning of electrical installations, grid lines, power stations and protection relay systems looks for producers and suppliers of electrical equipment in those fields to offer them trade intermediary services.*

Reference BRBG20140328001

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#### **Details**

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##### **Advantages and Innovations**

The company has good experience in the power energy field as subsidiary of an engineering company for small photovoltaic installations. Both companies employ and share highly qualified engineering team - graduates from European universities and are business partners (official representation and maintenance) of leading German producers of solar inverters and other PV elements.

#### **Client**

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##### **Client Country**

Bulgaria

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#### **Partner Sought**

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

The company is willing to offer trade intermediary services in Bulgaria to producers and/or suppliers of electrical equipment for protective relay systems, smart grids, systems for automation, control and management of electrical energy systems.

## **Type and Size of Partner Sought**

SME 51-250

## **Type of Partnership Considered**

Distribution services agreement

## Business Request

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**Greek engineering consultancy company specialized in surveying, requests outsourcing activities from companies / organisations providing similar specialized services. It also seeks joint venture agreements for urban planning projects.**

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### Summary

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*Greek engineering consultancy company specialized in cadastral surveying, urban planning & topographical / mapping services, seeks companies particularly in Balkans providing similar specialized services. E.g. it seeks outsourcing activities for public tender contracts awarded to Greek company, where other expertise required. It also seeks joint venture for design, development & implementation of urban planning projects, & implementation of common cadastral surveying / topographical projects.*

Reference                      20130222010 BR

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### Details

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#### Advantages and Innovations

One of the top consulting engineering firms in Greece, regarding cadastral surveys, topography and urban planning with more than 30 years of experience in the aforementioned fields and able to handle any project that falls in these areas. The company holds a 5th-rank (the highest) Degree in the field of Urban Planning Projects. It has substantial experience in its field and has invested in all the relevant equipment, technology and innovation in order to ensure its progress over the years. It has a dominant position in the Greek market as a leading surveying and planning firm.

#### Technical Specification or Expertise Sought

The company expects from a potential partner to be a firm that operates and has extensive experience in the areas of cadastral surveys, topography and urban planning in order to be able to form a partnership for a future project. Moreover it expects from a potential partner to have a thorough knowledge of its country's legal / legislative system and special circumstances that could have potential impact on a project.



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## Client

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### Client Country

Greece

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## Partner Sought

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### Type and Role of Partner Sought

Companies / organisations providing specialized engineering services

### Type and Size of Partner Sought

SME 51-250

### Type of Partnership Considered

Subcontracting

Joint venture agreement

## Business Request

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**Greek business consultancy company specialized in providing research & auditing services (particularly related to social economy & social impact), seeks partner for joint venture to prepare and implement EU projects in fields related to its expertise.**

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### Summary

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*Greek business consultancy company specialized in providing research and business auditing services (particularly in relation to the social economy and social impact), seeks partner in order to establish joint venture agreements within the context of preparing and implementing EU projects in fields related to its expertise. In addition, it also seeks partners for know-how exchange within related fields.*

Reference                      20130403019 BR

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### Details

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#### Advantages and Innovations

Expertise in social economy, social entrepreneurship and social innovation. Experience and know-how in research, development and evaluation of transnational projects which include enterprises / organisations from public and private sectors (especially social enterprises, investors, NGOs, public authorities).

#### Technical Specification or Expertise Sought

Interest in developing, applying for and participating in common projects, as well as know-how exchange.

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### Client

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#### Client Country

Greece

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## Partner Sought

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

Organisations (companies, NGOs) interested in developing, applying for and participating in common projects, as well as know-how exchange.

### **Type and Size of Partner Sought**

SME 51-250

### **Type of Partnership Considered**

Joint venture agreement

## Technology Request

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### Tag or other solution to detect a change of temperature

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#### Summary

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*A French SME is looking for a solution to capture temperatures. The ideal solution would be a chemical tag to be placed on a tube. The tag must be stable for temperatures between 15 and 25° celsius but must announce a change if the temperature goes under or over these references. The company would like to find a partner able to provide an on-shelf solution.*

**Reference** TRFR20140219001

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#### Details

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##### Technical Specification or Expertise Sought

The solution must respect the conditions described : - an easy way to detect change in temperatures (more than 25° and less than 15°), - to be sticked or to be associated to a tube, - the detection must be actuated under certain conditions of use. The technology could provide from different field of activities : health or agrofood for instance.

#### Client

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##### Client Country

France

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#### Partner Sought

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##### Type and Role of Partner Sought

To supply the technological solution.

##### Type and Size of Partner Sought

SME 51-250

##### Type of Partnership Considered

License agreement

## Technology Request

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### Waterproof coating for led lines in moist environment

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#### Summary

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*A small Belgian company active in LED (light-emitting diode) design, manufacturing and distribution of LED displays and LED lighting for home, commercial, industrial and horticultural applications is looking for a reliable coating solution for their outdoor LED lines. The company is looking for licencing , commercial agreement with technical assistance or technical cooperation agreement.*

**Reference** TRBE20140226001

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#### Details

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##### Technical Specification or Expertise Sought

The company is looking for a material which does not impair the light spectrum and that can operate at environment temperatures between -20°C and +50°C. The product should not affect the LED quality in duration and should have good mechanical properties (no cracks due to dilatation) between coating and heatsink. Applications : outdoor architectural lighting, horticulture lighting, fish tank lighting, food safe lighting.

#### Client

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##### Client Country

Belgium

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#### Partner Sought

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##### Type and Role of Partner Sought

Type of partner: Industry or research center  
Task to be performed by the partner sought: Under a commercial agreement with technical assistance, licensing or technical cooperation agreement, the company expects to find a partner that has the technology of a reliable coating solution for their outdoor LED lines

##### Type and Size of Partner Sought

>500

## Type of Partnership Considered

- License agreement
- Commercial agreement with technical assistance
- Technical cooperation agreement

## Technology Request

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# Technologies to raise efficiency in energy production and distribution

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## Summary

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*In cooperation with leading companies in the energy sector, mainly from China, a German company is looking to obtain technologies for raising the efficiency in the process of producing and distributing electrical and other types of energy. Advanced technologies for the coal mining industry, for coal fired power stations and in the renewable energy sector are of interest. The technologies should be in a ready-to-use condition. A commercial agreement or technical cooperation are preferred.*

Reference TRDE20140327001

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## Details

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### Technical Specification or Expertise Sought

Technologies for raising the efficiency in the process of producing and distributing electrical and other types of energy (e.g. technologies for the coal mining industry, for coal fired power stations and for the renewable energy sector). The offered technologies should be developed up to the stage of practical application (in a ready-to-use condition). The necessary technical equipment for adapting the technology should be available.

## Client

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### Client Country

Germany

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## Partner Sought

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### Type and Role of Partner Sought

- Type of partner sought: Supplier and/or manufacturer (eventually also a research institute) -  
Specific area of activity of the partner: Partner with know how and experience connected to the efficiency in the process of producing and distributing electrical and other types of energy. The

partner should be able to realise a turnkey project, deliver the technology in a ready-to-use condition. - Task to be performed by the partner sought: Delivering the requested technologies with complete equipment developed and up to the stage of practical application.

## **Type of Partnership Considered**

Commercial agreement with technical assistance  
Technical cooperation agreement



## Technology Request

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### Textile 3D printing for underwear

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#### Summary

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*A French SME, specialised in textile production, is looking for a textile 3D printing solution to be used on underwear textiles. The solution sought has to include the printing technology and the suitable material. The company is seeking this solution through agreements (commercial or acquisition or licence or technical cooperation).*

**Reference** TRFR20140228001

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#### Details

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##### Technical Specification or Expertise Sought

Provider of 3D printing solution. The material used for printing must be hypo-allergenic. In option its colour should be adjustable. It also has to show soft touch and stretching features. The material could be, for example, PA12 with elastomer, elastomer with silk, nylon. The technological solution must be compact (dimension approx. less 2000mmx1000mmx1000mm) in order to fit in the workshop space.

#### Client

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##### Client Country

France

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#### Partner Sought

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##### Type and Role of Partner Sought

Enterprises who design, produce or provide the 3D printing solution (preferably the technology and the suitable material) but it could be the technology only.

##### Type and Size of Partner Sought

>500

## Type of Partnership Considered

- License agreement
- Commercial agreement with technical assistance
- Technical cooperation agreement

## Technology Request

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# Nitrogen dioxide NO<sub>2</sub> (or generally NO<sub>X</sub>) sensor application to fit and use on smartphone

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### Summary

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*A Dutch meteorological institute is looking for a small, portable, and cheap nitrogen dioxide NO<sub>2</sub> (or generally NO<sub>X</sub>) sensor to fit on smartphone. A small NO<sub>2</sub> sensor could be used by citizens to measure ambient air quality. The organisation is looking for a technical cooperation agreement, a commercial agreement with technical assistance or a research cooperation agreement.*

**Reference** TRNL20140116001

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### Client

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#### Client Country

Netherlands

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### Partner Sought

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#### Type and Role of Partner Sought

This Dutch institute is looking for a partner that can deliver or has the knowledge to develop a small, portable, and cheap NO<sub>2</sub> (or generally NO<sub>X</sub>) sensor.

#### Type of Partnership Considered

Commercial agreement with technical assistance  
Technical cooperation agreement  
Research cooperation agreement

## Technology Request

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### Diamond coating on the 32" glass

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#### Summary

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*Polish company specialized on building high performance electronic appliances is searching for a partner / supplier who can deliver diamond coating on 32" glass. The company is also interested in cooperation with a company who can offer a comparable protective coating made of any other optional material - required transparency should be at least 90%. A company is sought for a commercial agreement with technical assistance or technical cooperation in case of specific adaptation.*

**Reference** TRPL20140331001

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#### Details

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##### Technical Specification or Expertise Sought

Required transparency should be at least 90%.

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#### Client

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##### Client Country

Poland

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#### Partner Sought

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##### Type and Role of Partner Sought

- Type of partner sought: any which meet the requirement

##### Type and Size of Partner Sought

>500

##### Type of Partnership Considered

Commercial agreement with technical assistance  
Technical cooperation agreement

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