

Technology Offer

3D augmented reality pictures from drones

Summary

A French company has developed a universal software for drones applications enabling 3D augmented reality on many markets. The French company is now looking for European partners to scale-up the diffusion of such technology among drone professionals in the framework of a technical cooperation agreement.

Expiration Date 02 August 2017
Reference TOFR20160615001
Profile link

Open for EOI : Yes

Partner Sought

Type and Role of Partner Sought

Industrial partner able to scale-up the manufacturing process on several markets. Expertise in drones or unmanned aerial systems would be a plus. Technical cooperation is sought to design a production versions of current prototypes and move forward to mass market industrialization.

Type and Size of Partner Sought

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

Type of Partnership Considered

Technical cooperation agreement

Business Offer

True automated calcimeter for soil producer is looking for distributors and agents.

Summary

A Turkish SME has developed true automated calcimeter, device for those who is in search for automation and high quality results for the carbonate content determination in soil samples. The company is looking for partners for commercial agency agreement or distribution services agreement partnership with companies in other countries. Therefore, the company looking for an agent or distributor to represent/sell their product.

Expiration Date 08 August 2017
Reference BOTR20151019001
Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

The company is looking for partners for an agent or distributor to represent/sell their product with the following properties;

- Type of partner sought: SMEs, universities, laboratories
- Specific area of activity of the partner: Specialist distributors in the soil analyses. Especially universities which need soil carbonate analyses and soil calcimeter industries may benefit this technology.
- Task to be performed by the partner sought: The partner should be interested in integrating/adding innovative agricultural/soil machinery in its range of products. Moreover, partners will help for the marketing of the product to new customers.

Partnering Opportunity

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Business Offer

Digital healthcare and genetic testing offered through distribution and outsourcing

Summary

Portuguese company develops CE-IVD (CE marking in vitro diagnostic medical devices) bioinformatics tools for highly accurate integration of genetic, pharmacogenetics, guidelines and clinical data; CE-IVD genetic testing kits for cardiovascular diseases for obstetrics, cardiology, cardio-oncology and pharmacogenetics, looks for healthcare companies or research centers that need new/established genetic tests/genetic reporting system interested in distribution services and outsourcing agreements.

Expiration Date 09 August 2017
Reference BOPT20160511002
Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

The Portuguese company is looking for:

- Outsourcing agreements: Molecular diagnostic laboratories, hospitals, research and development organizations and institutions and specialists on human genetics that need services or products in the cardiovascular genotyping field or looking for customizable genotyping solutions that fit their needs.
- Distribution service agreements: Distributors or country partners to promote their genetic testing services for clinical application in the region of interest. The Portuguese company is looking for partners that are used to deal with genetic services, which can additionally provide technologically advanced and innovative services with good clinical and practical value. The ideal partner will be willing to distribute the Portuguese innovative genetic tests and software solutions.

Partnering Opportunity

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Outsourcing agreement

Business Offer

Partners sought for break-through Virtual reality Health application

Summary

A Dutch SME developed a virtual reality (VR) application which helps people with mental disorders, unable to leave their residence or country. The VR experience allows the user to 'swim' with wild dolphins. In order to further develop this project, the client is looking for a partner to distribute this VR application among healthcare institutes abroad.

Expiration Date 30 September 2017

Reference BONL20160907002

Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

In order to further develop the VR application and make it easier accessible to clients, the Dutch SME is looking for partners investing in the distribution of this application.

Preferably the partner should have an extensive network of hospitals, (closed) reception centres and other healthcare providers. Moreover the partner will be responsible for the marketing activities in their region/country.

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
Subcontracting
Franchise agency agreement

Technology Offer

Innovative flame sensor detector for indoor applications.

Summary

A small high-tech Italian company with multidisciplinary know-how and over ten years of international collaborations has developed a very sensitive Flame Detector, based on laser technology, that is able to detect a very small flame (about 1 cm) at very long distances (about 16 m). It's a valuable solution when ignition is almost instantaneous or flames will develop quickly. Industrial partners are sought for joint development of a pilot application through a technical cooperation agreement.

Expiration Date 30 September 2017

Reference TOIT20160927002

Profile link

Open for EOI : Yes

Partner Sought

Type and Role of Partner Sought

The company is looking for an industrial partner that is interested to contribute to the development of a pilot application under a technical cooperation agreement.

Ideal partners have identified an industrial or domestic application field and they provide the technical and commercial know-how to carry on the requirements and the experimentations of a well targeted product.

Type of Partnership Considered

Technical cooperation agreement

Technology Request

Fall detection and assistance services for Senior Care institutions

Summary

An innovative French SME which provides downfall detection solution and assistance solution for elderly people based on video analysis of human behavior and on online platform "Internet of Things", is looking for partners to integrate, demonstrate and validate innovative assistance services in the frame of "Fast Track to Innovation Pilot". Technical cooperation agreement is sought with start-ups providing complementary services and with senior care institutions, from Belgium;

Expiration Date 26 September 2017

Reference TRFR20160920001

Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

- 1) Groups of Senior Care Institutions more than 500 rooms, Private or Non Profit.
It is awaited from them to contribute to the services functional specification and to welcome a pilot to test, demonstrate and validate the provided integrated services.
- 2) Start-ups with a complementary services and/or technologies. It is awaited from them co-development to integrate their technologies and services in a common bundle to commercialize in Europe.

Type of Partnership Considered

Technical cooperation agreement

Business Offer

Portuguese SME seeks partners to establish agency or distribution services agreements for a smart home system

Summary

A Portuguese SME acting in the field of hardware and software development with special focus on automation, has developed a smart home system with a superior user experience and it is currently seeking partners to establish commercial agency agreements or distribution services agreements. The partners could be electrical wholesalers and retailers or others able to promote the inclusion of the smart home system in property development and new constructions.

Reference BOPT20160831003

Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

The SME is looking for partners to act as trade intermediary (commercial agents or distributors). The potential partners could be integrators, installers, distributors, electrical wholesalers and retailers. Also could be considered partners capable to promote the smart home system in property development and new constructions, such as architects, engineers and real state promoters. Commercial agency agreements to represent this product or distribution services agreement to sell it may be considered.

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

Research & Development Request

H2020 LEIT – Fast Track to Innovation (FTI) Pilot – Flexi-CASM – Machine tool builder required to complete consortium for project to develop an advanced, flexible, manufacturing system

Summary

An East of England based research centre requires a manufacturer of 5-axis trunnion milling machines to complete their project consortium. The aim of the project is to combine the capabilities of an advanced machine tool, the arc and wire additive manufacturing (AM) process, and software tools required into an advanced, flexible, manufacturing system. The partner would act as the main exploiter of the developed product.

Expiration Date 04 October 2017
Reference RDUK20160923001
Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

Industry partner required - the ideal partner would be a manufacturer of 5-axis trunnion milling machines. This would include expertise around Multi-Tasking, 5-axis, trunnion, milling, turning, CNC controls and automation systems. The partner should have extensive knowledge and reputation in the manufacturing industry worldwide. The partner would act as the main exploiter of the developed product with the Flexi-CASM system becoming part of their product range on completion of the project.

Type and Size of Partner Sought

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

Partnering Opportunity

Type of Partnership Considered

Research cooperation agreement

Technology Offer

Tailored battery packs with high performance, reliability and lifetime for applications in e-mobility, power tools and stationary appliances

Summary

An Austrian SME developed a module system of battery packs by connecting Lithium ion round-cells via laser welding. Together with a smart battery management system and a novel cooling unit design battery packs with highest efficiency (10-20% increased energy density), safety and lifetime are produced. The module system enables high flexibility for different applications. The SME offers license agreements, commercial agreements with technical assistance, technical and/or research cooperations.

Expiration Date 30 September 2017

Reference TOAT20160926001

Profile link

Open for EOI : Yes

Partner Sought

Type and Role of Partner Sought

Specific area of activity of the partner:

manufacturing companies in the fields of:

- electric powered bikes, motorcycles, cars, vans and all other kind of vehicles
- power tools (drilling machine, cordless screwdriver,..)
- electric powered garden tools (lawn mowers,..)
- energy storage systems for houses, photovoltaic systems

R&D institutions with expertise in the fields of batteries for common further developments;

Task to be performed by the Partner:

- licensing partner to produce and market the technology
- companies with the need of tailored solution for their (new) applications / markets: according

Partnering Opportunity

to the specific requirements of the partner individual solutions are offered or developed in close co-operation (technical cooperation; commercial agreement with technical support / know-how) - companies and/or R&D institutions for further development of the technology (research cooperation); the Austrian SME is also open for cooperation in common EU project applications.

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

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

Research & Development Request

H2020-SMEInst-10-2016-2017- Seeking industrial partners for commercialisation of a smart fuel cap for real-time fuel management

Summary

A Macedonian SME that has developed a smart fuel cap that records the fuel amount poured into the truck's tank and provides fuel usage information and analytics seeks industrial partners to join its Phase 2 project proposed under the call H2020-SMEInst-10-2016-2017. The project goal is to penetrate the product in the EU member states. The company is looking for partners that would join the consortium for commercialization of the product.

Expiration Date 19 September 2017

Reference RDMK20160907001

Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

Type of partner sought: Commercialisation companies with experience in transportation products.

Role of the partner sought: Interested partners are expected to include the proposed product in their existing portfolio of products/services and assist in the process of reaching agreements for sales and distribution.

Tasks to be performed: The potential partners should be willing to engage in the following activities:

- Marketing and Promotion - working on marketing and PR activities to ensure the awareness about new product is achieved and market is educated that new product is available as a solution for fuel theft and fuel card fraud needs.

Partnering Opportunity

- Market Launch - this is a crucial step of commercialisation strategy: the product is available on the market and ready to be delivered to the clients. This phase needs to be in tight correlation with marketing and promotion activities to avoid any time gaps and to be able to react quickly to market demand.
- Trade Shows and Fairs Attendance - partners will plan these activities in advance and prepare a detailed list for each event to maximize ROI. The attendance of these events is important because it will be possible for the marketing experts of Fueloyal to present iCap2000 to potential clients and distributors.
- Distribution - establishing the network of resellers and distributors. Creating Value Added Reseller Programme with multiple options to ensure each commercial partner find the solution.

Type and Size of Partner Sought

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

Type of Partnership Considered

Research cooperation agreement

Technology Offer

A novel personal data consent service providing realtime and independent consent to use personal data, with audit app for consumers and data compliance officers

Summary

A UK company has developed a new personal data consent service accessed as an API (Application Programming Interface). The technology allows app companies to provide a more accessible & clear service to clients as well as providing clearer evidence for data compliance requirements. They are seeking app companies to deploy the product as white label service via licensing agreements or to support its deployment as an in-country standalone service via commercial agreement with technical assistance.

Expiration Date 21 September 2017

Reference TOUK20160819001

Profile link

Open for EOI : Yes

Partner Sought

Type and Role of Partner Sought

Type: Industry

Activity: Any business which requires data consent for their clients - which might include for instance banking, healthcare, retail, shopping malls, journey planners and so on.

Specific role of partner sought: Licence the app for use within their region via a white label, licensing agreement. Or to work with the UK company to adapt the app to their specific needs within a standalone in-country arrangement, via commercial agreement with technical assistance.

Type of Partnership Considered

License agreement

Commercial agreement with technical assistance

Technology Offer

Optimisation services, tools and expertise applicable in strategic and operational decision making processes in different domains/sectors

Summary

Expiration Date 04 October 2017
Reference TOBE20160906002
Profile link

Open for EOI : Yes

Partner Sought

Type and Role of Partner Sought

Type of partner sought: SME, industry or academia

Specific area of activity of the partner: among others, Logistics and Supply Chain, Energy, telecommunications

Role of the partner sought: depending on the specific need of the potential partner, the offering company expects to see its solution used/integrated in the foreign problem solving process or decision making process

Optimisation can be provided as a service. Optimisation tools are commercialised with technical assistance and available for licensing.

The company is also very keen to build research collaboration under H2020 and technical cooperation.

Type and Size of Partner Sought

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

Type of Partnership Considered

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

Technology Offer

A face tracker system for mobile devices interaction is offered for lisencing

Summary

A Spanish SME, specialized in the field of natural computer interaction, offers a face tracking technology (SDK) that lets users interact with their mobile devices through face movements. The algorithm used is very robust and has a very fast recovery system. It has been tested with published apps. Applications and games' developers willing to provide new ways of interaction to their apps are sought for license agreements.

Reference TOES20160920001

Profile link

Details

Description

Natural interaction is a multidisciplinary field of study which seeks to adapt technologies to humans, so that one can access them in an untrained and almost unconscious way, thus eliminating all physical and psychological barriers that current standards impose. Natural interaction is the evolution of the mobile and web technology, and its generalization in the technology market is imminent due to a fast decline in capture devices' prices.

A Spanish university spin-off company with a wide expertise in the development and implementation of natural interaction models has developed a face tracking technology (SDK) to let users interact with their mobile devices through face movements. The algorithm on which the technology is based has a proved robustness and a very fast recovery system in case of a user loss; it can recognize the movements of the user's face and transform them into actions within a mobile application without any extra hardware, just using the front camera of a cell phone. Thus it can provide any type of screen with gesture interaction features in an economical manner, creating an active experience with dynamic contents. The technology can be easily integrated in games or other applications through a SDK (software development kit) available for downloading; on the other hand it does not require an advanced knowledge of the process of natural interaction implementation.

The company is looking for partnerships with App developers and Game developers willing to provide new ways of interaction to their apps and make them stand out. The technology offered for licensing presents a great design challenge that can lead to a completely new experience for the end user.

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

App and game developers are sought for license agreements.

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

Technology Offer

A Slovak company is offering a complex web environment for rapid creation and easy maintenance of customer database application solutions for intranet

Summary

A small Slovak company located in western Slovakia has developed a new web environment for rapid creation and easy maintenance of customer database application solutions for intranet. The product itself is a technology that allows application designers to build a virtual application from the provided building blocks with minimum programming effort. Partners are sought for cooperation via license agreement.

Reference TOSK20160906001

Profile link

Details

Description

This technology introduces a complex web environment mostly used by entrepreneurs. This web environment is developed for rapid creation and easy maintenance of customer database application solutions for intranet.

The product allows application designers to build a virtual application from the provided building blocks with minimum programming effort.

The primary benefit of the application is the fast access for an end-user to strategic information, with accessibility based on role assignment.

The tool is user friendly enterprise solution fully compatible with existing information systems. The end-user can very easily design, modify properties and extend the coverage of particular applications. All changes (eventually new applications) are done by non-programming process in its administration environment.

Examples of its utilization:

- Electronic data input, storage and maintenance (data preprocessing, approval procedures, helpdesk, CRM, sales, purchasing...)
- Creation and sharing of static reports
- Creation and sharing of management analyzes
- Documents sharing

The Slovak company is looking for partner to cooperate with via licence agreement - Slovak company is looking for licensees. This type of cooperation was chosen because it fits today's needs of the Slovak company in a best possible way.

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

- Type of partner sought: company - industry
- Specific area of activity of the partner: IT sector
- Task to be performed: the cooperation via license agreement - Slovak company is looking for partner to cooperate with via licence agreement - Slovak company is looking for licensees.

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

Technology Offer

Knowledge-based software to assess and improve the carbon footprint of a product over its complete life cycle

Summary

An Austrian SME has developed a tool to calculate, compare, improve and communicate product carbon footprint, giving a clear indication of a product's environmental performance. It has an intuitive interface, requires no previous knowledge and provides robust results by using a comprehensive inventory database based on international standards. The company is looking for commercial agreements with technical assistance or license agreements and research and/or technology cooperation agreements.

Reference TOAT20160915001

Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

1. Commercial agreement with technical assistance

Type of partner:

- Industrial SMEs

Role of partner:

- Use the software as part of their internal reporting processes as well to report against global reporting frameworks to assess their products carbon footprint using the life cycle approach.

2. Licence agreement with SMEs in international markets.

Type of partner:

- Software vendors or sales agents

Role of the partner:

- Localise the software to meet the requirements of users in the country;
- Establish business channels in the country by licensing of the software.
- Introducing the software to the market.

3. Research cooperation agreement

Partnering Opportunity

Type & role of partner:

- Research organisations and companies looking for training of personnel within their Environmental Management Systems – e.g., EMAS or ISO 14001 schemes.
- SMEs (industry) or large public/private organizations who wish to implement common research projects on optimization of their processes and wish to implement LCA.

4. Technical cooperation agreement

Type of partner:

- SMEs focusing on industrial software

Role of partner:

- Build a network with companies that are focused on product LCA to lead generation, improve the product based on vertical market needs and secondly to provide a combination of sales and implementation services in complex industrial environments.

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

License agreement

Commercial agreement with technical assistance

Technical cooperation agreement

Research cooperation agreement

Technology Offer

Remote assistance system with augmented reality glasses for industry employees to get assistance from an expert

Summary

A Spanish SME, focused in industry 4.0, is specialized in augmented and virtual reality systems. The company has developed a remote assistance system that allows workers have assistance from an expert using augmented reality glasses. This is very useful for many industries, such as car manufacturing companies, aircraft industry and many others. Joint venture or commercial agreement with technical assistance are sought with SMEs and companies.

Reference TOES20160819001

Profile link

Details

Description

The Spanish SME, specialized in R&D related with augmented and virtual reality systems, has been selected by a Californian company as one of the 20 best augmented reality providers, and has received different awards and recognitions for its level of innovation in their products and technology. The company collaborate with named companies.

Nowadays when a company has a problem, for example when a big machine stops working, a technician has to go there in order to solve that problem. May be the employee can try to solve it speaking with an expert but most of the times he need to be physically there in order to see what is happening and how to fix the machine. This means a lot of money for the company.

With the system proposed, experts will be able to solve many problems without having to move, as the technician will be wearing augmented reality glasses with our software. The remote assistance system consist of a software that runs in augmented reality glasses (but also any Android device) and allow employees in a fabric to contact an expert in order to solve any problem. The expert will be able to see everything that the employee is seeing, they will be able to talk and also the expert will also be able to give indications that the employee will see with augmented reality.

This can save a lot of money to the companies, as it avoids the expert to travel to the fabric, because many problems can be solved by the employees if they are assisted.

One innovation is the module that allow the expert to give indications that the technician will see with augmented reality, and also how is implemented the communication, as it uses VOIP communication, which means communication cost savings.

The SME wants to contact with companies interested in a commercial agreement for using the

Remote Assistance System or integrate it in a bigger support system.

A joint venture agreement is also interesting with industries interested in incorporating this system in a bigger one, in order to create a bigger support and assistance software.

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

For a commercial agreement companies interested in purchase the Remote Assistance System or integrate it in a bigger support system are searched.

For a joint venture agreement the company is looking for industries interested in incorporating this system in a bigger one, in order to create a bigger support and assistance software.

Type and Size of Partner Sought

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

Type of Partnership Considered

Commercial agreement with technical assistance
Joint venture agreement

Technology Request

A Korean SME is looking for R&D partners specializing in the development of advanced technologies on Cloud based Security as a Service(SECaaS)

Summary

In 2015, cloud development act was passed to vitalize cloud service industry in Korea for the first time in the world. After that, various cloud related policies were announced. However, due to concerns for information protection, introduction and diffusion of cloud services is limited and slow in progress. For this reason, this Korean SME as an IT evaluation expert would like to secure advanced cloud-based security technologies from European companies for research or technical collaboration.

Expiration Date 21 September 2017

Reference TRKR20160908001

Profile link

Open for EOI : Yes

Partner Sought

Type and Role of Partner Sought

- Type of partner sought : institutions or companies
- Specific area of activity of the partner : cloud security service, cloud security solutions
- Task to be performed : jointly research and develop the cloud technologies mentioned in the description / cooperate technically

Type of Partnership Considered

Technical cooperation agreement
Research cooperation agreement

Business Offer

A Turkish company offers mobile app design, bigdata analyse and database development services seeks outsourcing agreement.

Summary

A Turkish company specialized in designing and developing of mobile applications, programming, installation and maintenance of system software and hardware, web marketing and server configuration is looking for outsourcing agreements in Europe.

Expiration Date 06 October 2017
Reference BOTR20160321001
Profile link

Open for EOI : Yes

Partner Sought

Type and Role of Partner Sought

Type and role of Partner sought:

* Turkey-centered company aims at contacting of outsourcing agreement with companies who would like to outsource software companies' own developed web, e-commerce, mobile app and big data software and the other software services.

Type and Size of Partner Sought

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

Type of Partnership Considered

Outsourcing agreement

Business Offer

A Finnish company offering specialist software package in the theatre production planning sector seeks distributors or agents

Summary

A Finnish software development company seeks distributors or agents in Europe for its software product targeted to theatres to schedule and plan their productions. Ideally the partners should have knowledge and experience with theatre industry and theatre's production planning procedures.

Reference BOFI20160915001

Profile link

Details

Description

The company is established in 1993 in Finland and it currently operates in the Nordic countries where it has nearly theatre 30 clients. The first version of the software was released in 2005. The company has special knowledge of theatre's daily operations and challenges that theaters face in their daily work and the software solution is developed specifically for theatres.

The solution takes into account all the special needs of theatre specific scheduling for events and work hours. Behind each calendar event there are actors and technical personnel connected to it and work hours created based on this information. Actors need time allocated before and after show for make-up, masks wigs, etc. which have to be taken into account. Theatres also have tens of different event types (rehearsals, shows, sound checks, meetings etc) which have to be handled differently. The solution also takes care that users cannot create conflicts for persons when planning events and work hours. Based on this information the work hours can be calculated for each person and transfer it to the payroll system and for example create thresholds of work hours so that the theatre can follow the work hours and over time work for each person, work group or production for example.

Behind each calendar event there is also detailed information about the event, for example rehearsal schedule, which actors are rehearsing which scenes and where, there are all relevant files attached behind the event available for the attendees and so on. The solution also manages all the rooms, scenes, rehearsal rooms, foyers, meeting rooms etc. where events may take place. All this information can be shared through the Intranet which is integrated into the software, hence all the schedules are always up to date and can be reached by all the personnel from anywhere. The solution can also be integrated into any standard calendar application for showing the schedules and personnel work hour information.

The company is looking for distributors or agents in Europe. Contacts, knowledge or experience in theatre industry is a big plus and knowledge about software solutions is an advantage. The

partnering model is negotiable and the company is ready to discuss flexibly in different cooperation models.

Open for EOI : **Yes**

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Partner Sought

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Type and Role of Partner Sought

The company is looking for agents or distributors which ideally but not obligatory have knowledge and experience in theatre industry. The ideal parther should also have knowledge about software service solutions.

Type of Partnership Considered

Distribution services agreement
Commercial agency agreement

Attachments

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picture1.png

Partnering Opportunity



Business Offer

Austrian IT company is looking for distributors for its self-developed cloud products.

Summary

Austrian company, operating in the IT sector, seeks distribution partners for its cloud products in Germany, Switzerland and Italy.

Reference BOAT20160718001

Profile link

Details

Description

The in Upper-Styria based software company is specialized in cloud based business products which enable their users to transfer and share securely data, files, documents etc.

The company wants to enter new markets and is looking for distribution partners.

Their products differentiate from their competitors offering a unique 3-click operating system, which can be used anywhere, easily and without training. Their system offers full-range branding: Each company can adapt its portal and even single data rooms to its individual corporate identity. This conveys a very professional impression to customers and end users.

Furthermore, their product uses a 2 factor authentication. It is searchable, version-controlled and logged. It does not need installation and cannot be harmed by viruses. The product has a high class authorization system and provides its customers with an application programming interface (API), for complete implementation of different software in their cloud system.

Moreover, the company has 15 years of experience in developing software technologies for the industry and various sectors like aerospace, aviation or military.

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

A potential partner doesn't need to have an IT-knowledge, neither it is necessary that the potential partner offers technical support, since this support will be provided by the Austrian company. If there is any interest in offering a basic support, of course that is possible.

Most important is that a business partner has excellent contacts to the product target group which are companies and private persons.

Getting familiar with the Austrian company's cloud products in order to be well prepared for starting the sale will take about 1,5 days. In addition, the Austrian software company will provide the partner with marketing footage, demo versions etc.

Two different cooperation possibilities are offered:

Being an ordinary reseller or becoming an exclusive distribution partner for the whole country.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Business Offer

Lithuanian reality capture and data processing company is looking for distributors of Point Cloud Processing Service

Summary

Lithuanian SME is looking for distributors of point cloud conversion to 2D documentation and 3D models services. The aim of SME is to find partners and together to help enter the market for less experienced users and to assist professionals with their work overloads. SME guarantees quality services and impressive deliverables.

Expiration Date 06 October 2017
Reference BOLT20160920001
Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

Lithuanian company is looking for 3D laser scanning service providers, point cloud data processing service providers or business companies that have a connection with these services and are interested in promotion of company's services on local markets.

Type and Size of Partner Sought

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

Type of Partnership Considered

Services agreement
Distribution services agreement

Business Request

UK start-up is seeking a marketing specialist agency under services agreement

Summary

The UK start-up has developed a new exclusive and trusted marketplace designed for students. It allows them to search, find and book their accommodation within just few clicks. Additionally, it provides a special set of services to property owners, for example property management services. It raises as a substitute to the current real estate agencies. The company is looking for a marketing agency to help with communication activities for the launch of the platform, through a services agreement.

Reference BRUK20160819003

Profile link

Details

Description

The UK start-up, based in London, created a web platform that offers unique accommodations to everyone based on their tastes and needs. It is also a special community, where every person can list, discover and book properties in Europe.

The start-up offers a wide range of services for students, landlords, frequent travelers such as business individuals and frequent house movers. Services include: short and long term lets, property management services, digital contracts and flexible contracts for both tenants and landlords, professional photographic service for the properties, guarantor services for students with issues in finding one and with exhaustive circumstances, users reviews and feedbacks of the properties.

At the moment the target users are students and landlords, however, in the near future, the company aims at expanding to the "business area", offering to business individuals exclusive accommodations, as alternatives to hotels room.

The company is launching the platform in the UK market and is looking to establish a services agreement with an expert marketing agency to take care of the company's marketing strategy in support of the launch and promotion of the product into the European market.

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

The company's platform is ready to go and the company is launching the product in to the UK market. Since the product is very scalable, the company is looking for an expert marketing agency to help with marketing communication activities and additional marketing campaigns in support of the launch and promotion of the product in the European market. Ideally a company with working experience in the real estate sector and with start-ups.

The company has not particular requirements in terms of Country of origin, however the partner needs to be able to work in English.

Type and Size of Partner Sought

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

Type of Partnership Considered

Services agreement

Business Offer

Russian medical software developer seeks distributor

Summary

A Russian software developer specialising in medical primary diagnostic solutions is looking for partners a under distribution services agreement, selling to the healthcare sectors.

Expiration Date 29 September 2017
Reference BORU20160812004
Profile link

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

Type of partner: the IT company with sufficient experience in software development for medical institutions, face detection technology, software and hardware distributor.
Field of activity: trade, medical services, software for special purposes development.
Partner's role: the complex purchase, its distribution, installation and customers' technical support.

Type and Size of Partner Sought

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

Type of Partnership Considered

Distribution services agreement

Attachments

3.jpg

Partnering Opportunity



Technology Offer

Automatic and accurate characterization of textures of digital images

Summary

A French research laboratory has developed an automatic computation system of texture features describing local fluctuations of the texture regularity within digital images. That innovation enables automatic texture classification and segmentation. Entities dealing with medical imaging, graphic design, meteorology, material sciences are sought for license agreement or research cooperation agreement (possibly co-funded).

Expiration Date 26 September 2017

Reference TOFR20160902001

Profile link

Details

Description

Images observed in nature or produced by instruments (including biological microscopes, medical imaging systems, spatial telescopes or industrial devices) often show textural aspects. The major issues in texture analysis are the segmentation and the classification of images, the detection of abnormalities and the 3D shapes of objects. Current global indexes calculation of the entire image does not allow performance regarding local fluctuations which are not evaluated, and low accuracy in case of image heterogeneity.

A French research laboratory proposes a method that enables the automatic computation of texture features and describes the local fluctuations of the texture regularity within digital images. The innovation uses a programmable automatic calculator for the estimation of local indexes using a new technique that is based on quadratic variations.

The benefits of the calculator for imaging systems are noise, scale and contrast robustness, with computation of the index fluctuations (both local and new global that combines the previous ones) and automatic texture classification and segmentation.

The main application domains are the medical imaging (radiographic texture analysis, Magnetic Resonance Imaging texture classification...) and also graphic design, meteorology, geosciences, material sciences...

License agreement or research cooperation agreement are expected. The laboratory is looking for a partner involved in a co-development. The images of the partner will be tested with the software in order to search for desired characteristics and if the Proof of concept is successful, a co-development program can be built for segmentation and classification of the images.

Open for EOI : **Yes**

Partner Sought

Type and Role of Partner Sought

The laboratory is looking for Industries or research entities with activities dealing with texture feature issues (applications listed above).

License, research cooperation or technical cooperation agreements are expected.

The laboratory is looking for a partner involved in a co-development. The images of the partner will be tested with the software in order to search for desired characteristics and, if the proof of concept is successful, a co-development program can be built for segmentation and classification of the images.

Type of Partnership Considered

- License agreement
- Technical cooperation agreement
- Research cooperation agreement