

ESTRAZIONE PROFILI EEN PER CT EUROPA & CT CLUSTER

Ricerca partner marzo/aprile 2020

Titolo	Tipologia	Descrizione	Leggi il profilo
Spanish company is looking for distributors of a shower regulator device that reduces temperature fluctuations	Business Offer	<p>Spanish company, specialised in energy and water efficiency, has developed a flow controller unit for installing in thermostatic and non-thermostatic (shower) mixers. This device provides a constant flow, reduces temperature fluctuations and creates optimal user comfort. The company is looking for distribution agreements.</p> <p>Type and role of partner sought: The Spanish company is looking for international partners with experience in the water and energy consumption sector in order to commercialize the shower regulator device within their area of influence and the kind of partnership sought is a distribution agreement.</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>
A Polish company specialized in the production of natural cosmetics is looking for distributors and agents	Business Offer	<p>The Polish company creates with passion natural cosmetics including soaps, protective creams, scrubs, shaving soaps, etc. The products are packed in cardboard or glass packaging (zero or less waste approach) and most of them are suitable for vegans. They will establish cooperation with distributors and trade intermediaries from the European Union and the UK on the basis of a distribution services agreement and/or a commercial agency agreement.</p> <p>Type and role of partner sought: The company is interested in cooperation with distributors who will buy and sell products. Distributors should have an extensive network of contacts and reach shops offering natural cosmetics and organic products also for vegans. It is also possible to cooperate with trade intermediaries, whose task will be to represent the products of the Polish company among potential customers.</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>
Romanian producer of wooden toys and small furniture is looking for distributors or commercial agents.	Business Offer	<p>A company located in the North-West region of Romania that manufactures wooden toys and small furniture since 2016 is looking for distributors or commercial agents. The company developed an own revolutionary product, modular baby bed that can be used from age 0 to 14-18 taking in consideration that the final bed has L1.8 m * W0.9 m.</p> <p>Type and role of partner sought: The company is looking for partners under the frame of distribution services or commercial agency agreement in all the EU countries. The potential partners must have experience in distribution of baby</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>

		furniture and good knowledge of the baby furniture markets .	
Romanian distributor of woodworking equipment is looking for cooperation partners under a distribution services agreement	Business Request	<p>A Romanian company specialized in distribution and import of woodworking equipment is looking for producers and suppliers. The company is looking to establish long-term partnerships under distribution services agreements.</p> <p>The potential partners should be preferably producers of all sort of woodwork equipment. The potential partners should be interested in extending their current market in Romania under a distribution services agreement. The quantities requested may vary according to the Romanian market's needs.</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>
French commercial agency for HORECA products seeks new suppliers within exclusive commercial agency agreements.	Business Request	<p>A French commercial agent, with over 30 years specialising in the trade of HORECA products offers his services under commercial agency agreements. He is mainly looking for suppliers of disposable and printed products for HORECA sectors and offers sales support to companies located in EU and seeking to enter the French market under an exclusivity agreement.</p> <p>Type of partner sought: The agent offers to become an agent for suppliers of HORECA products with exclusive rights on the whole French territory. He will refuse proposals that would only concern a French geographical area.</p> <p>The company is mainly looking for suppliers/producers of small disposable items such as paper napkins and towels, cash register rolls, cocktail and ice decorations, eco-friendly straws... but also personalized printed products such as menus, napkins, coasters. The agent would also like to identify a mineral water manufacturer who would be willing to sell his water under the brand name of the end customers because this type of product is in demand.</p> <p>Wine, champagne and conventional food products are excluded and proposals of innovative products will be studied.</p> <p>The partner (supplier) will manage the transport of the products.</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>
Irish company seeking partners for manufacturing, outsourcing or supplier agreement for branded eco-friendly packaging solutions	Business Request	<p>Fast growing online retail company from Ireland is seeking a manufacturing, outsourcing or supplier agreement in order to find new and cost effective branded eco-friendly packaging solutions for its novelty subscription boxes.</p> <p>Type of partner sought: The cooperation partner would need to be able to manufacture durable packaging systems (for example: printed packaging boxes, internal packing paper and packaging bags) in different sizes according to specifications from the company. Pricing would need to be very competitive, the products would need to be of the highest standard. It would</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>

		be ideal if the packaging was eco-friendly . Quick turnaround and fast delivery options are also a major factor.	
A Japanese company is seeking 3D printing technology for building constructions to distribute in Japan	Business Request	<p>The Japanese company specialized in finance and real-estate markets is aiming to distribute leading 3D printing technology specific to building constructions in Japan.</p> <p>The constructions should meet the quality standards of Japan's building sector. The partnership with a potential partner could be made within the frame of a commercial agency agreement, a distribution service agreement, licensing or services agreements.</p> <p>Type of partner sought: The potential partner should have proven construction 3D printing industry experience and aim to access the Japanese market with its product / technology.</p> <p>The company also expects the partner to have distribution experience of 3D printed construction throughout the EU.</p> <p>The company does not have specific preferences regarding the size of the partner, nor its EU country of location.</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>
AI-driven software solution and customized services to drive efficiency in industrial operations	Tech. Offer	<p>A French SME has developed a holistic software solution, supported by data science, streaming and processing industrial data through artificial intelligence (AI) algorithms. It drives operational efficiency in the industrial operations, in sectors such as automotive, aeronautics, mining, oil & gas, utilities, transport and manufacturing.</p> <p>Under a license agreement, industrial corporate partners will be able to benefit from the SME's platform, covering the whole data lifecycle, from its collection, its valorisation with AI, and all the way through its deployment in industrial operations, generating ROI within weeks.</p> <p>The SME can also collaborate in commercial agreement with technical assistance to support its partners in gaining industrial data Science expertise through access to time-limited service offers, answering specific project demands.</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>
Production management system and traceability for SMEs in the agro food sector	Tech. Offer	<p>A Spanish technology center offers a management system to professionally handle the production data to those companies interested in improve the results of their production plans. The tool is a real-time management system that allows users to monitor every aspect along the production chain, supporting decision making processes. Partnership sought are commercial agreements and research cooperation agreements with companies or entities to participate in EU funding programs in agro food topics.</p> <p>Type of partner sought: The center seeks SMEs, mainly on the agro food sector, interested in improve traceability and management, through a commercial agreement with technical assistance. Or a research cooperation agreement</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lo mbardia.it</p>

		with SMEs or any type of entity (universities or research and technology centers) interested in participate in EU funding programs .	
Semi solid metal casting process to reduce cost and energy consumption while improving quality of cast components.	Tech. Offer	A UK SME has patented, developed and proven a versatile technology for the energy intensive metal casting sector . The device/process is applicable to all metal systems and provides energy saving to the process as well as a higher integrity casting with fewer defects. It is modular and can be easily fitted into current casting process streams. Industrial and research partners are sought for commercial agreement with technical assistance, license agreement or technical cooperation agreement .	Clicca qui Sei interessato al profilo? Scrivi a een1@confindustria.it
Advanced technology for skin renewal	Tech. Offer	Latvian health and biotechnology start-up company has developed a unique technology for enhanced skin renewal . The technology is based on extraction and application of patient's own undamaged cells. The technology can be used for the treatment of patients with burns, chronic wounds , as well as in invasive plastic surgery and beauty care . The company is searching for partners interested to use the technology. The company offers commercial agreement with technical assistance . Type of partner sought: Hospitals as well as medical or beauty care companies for introduction of the technology of enhanced skin renewal in their practice.	Clicca qui Sei interessato al profilo? Scrivi a een1@confindustria.it
Well-known Ukrainian Institute offers cooperation in the development of opto-electronic devices for the detection of objects	Tech. Offer	A Ukrainian Institute is involved among other things in the development of software for opto-electronic devices for the detection, tracking and identification of objects . The University has scientific-technical and material base for research and is looking for long-term partners under commercial agreement with technical assistance, technical or research agreement . Type of partner sought: Investors, research organizations with experience in the development of optoelectronic devices and algorithms for object selection . Areas of activity of partners: research of optoelectronic devices and algorithms of object selection. The tasks facing the partner: cooperation in the development and promotion of optoelectronic devices and algorithms for object selection, capacity building by commercial agreement with technical assistance, technical or research agreement .	Clicca qui Sei interessato al profilo? Scrivi a een1@confindustria.it
A Dutch transport company is looking for sustainable	Tech. Request	A Dutch transport company is involved in less-than-truckload, full-truckload and network distribution of cargo . In order to operate more sustainably, the company is looking for new ideas, methods and techniques to secure the cargo in the cages, without using plastic or other	Clicca qui Sei interessato al profilo?

methods and techniques to secure the cargo in cages, without using plastic.		<p>environmentally harmful materials.</p> <p>Partners are invited to contribute to a creative open innovation process, design thinking and further technical development.</p> <p>Type of partner collaboration:</p> <p>The Dutch company wants to work together as equal partners, IPR conditions to be determined. This could be in the frame of a research or technical cooperation agreement or any other form that fits the purpose of this challenge. This request refers to an innovation challenge published on an open platform.</p>	<p>Scrivi a een1@confindustria.lombardia.it</p>
Contract manufacturing sought for processing food industry side-stream in large-scale batch reactors to produce prebiotic ingredients	Tech. Request	<p>A Swiss spin-off has developed a catalytic technology to process agricultural/food biomass for the production of prebiotics. They are looking for a contract manufacturer (manufacturing agreement) with experience in processing biomass as a starting material to produce animal feed or food. The manufacturer needs to have the equipment to perform the following unit operations: milling of biomass, hydrothermal processing (hydrolysis) in batch reactor(s), filtration, evaporation, drying.</p> <p>Type of partner sought: The partner should be a contract manufacturing company or research institution with contract manufacturing facilities & capability to produce feed and/or food products under GMP+ (Good Manufacturing Practices).</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>
Engineering and production of mechanical ground support equipment and/or flight components for the space industry	Tech. Request	<p>A Dutch SME is specialized in the engineering of mechanical ground support equipment (MGSE) and/or flight components for the space industry. The Dutch SME has a track record as MGSE partner since the 90's of last century and is looking for manufacturers who can comply with space requirements. The Dutch SME looks for a technical cooperation agreement with the manufacturer of the MGSE and/or flight components.</p> <p>Type of partner sought:</p> <p>Type of partner: Industry</p> <p>Field of activity of desired partner:</p> <p>Manufacturer willing or already knowing to comply with space requirements, procedures and programs.</p> <p>Role of the partner:</p> <p>Production of mechanical ground support equipment and/or flight components.</p> <p>The Dutch SME aims for a technical cooperation agreement to come to a delivery of the MGSE and/or flight components to a prime space contractor, ESA or NASA.</p>	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>
Dutch blender and packer of	Tech. Request	<p>A Dutch SME started in 1936 and has developed into an international market player in the mixing and packing of</p>	<p>Clicca qui</p>

<p>powdered food ingredients is looking for a multi-deployable palletising system.</p>	<p>powder ingredients for the food industry. They operate fully automated dynamic mixers that blend raw materials into a homogeneous mixture. The Dutch manufacturer is looking for partners that can design and develop a multi-deployable palletizing system. A commercial agreement with technical assistance is sought. This technology request is part of an open innovation challenge.</p> <p>Type of partner sought: The role of the potential partner could be:</p> <ul style="list-style-type: none"> •Joint development of a bag handling system for palletizing bagged powders. •Logistic solution for "just in time" delivery of carriers or pallets to a relevant packaging line. •Discharge and buffer system from the filling stations to a possible pallet handling area 	<p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>
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Progetti europei

Titolo – Cliccare sul link per leggere la descrizione	Descrizione	Call
SC1-BHC-06-2020: Dispersed health structures project looking for various partners	<p>A team of a Greek and a Cypriot companies, experts in consultancy and business development aims to submit a proposal under the SC1-BHC-06-2020 topic. The team aims to propose a dispersed health structure proposal aiming the indigenous population and refugees/immigrants. Various partners, including a coordinator are sought for research collaboration. The partners sought are:</p> <ol style="list-style-type: none"> 1. Project Coordinator: Expert in health diagnosis and capable to coordinate the project and help the consortium to exploit the results. The partner should be able to deal with the assessment and controlling all the work tasks of each partner. 3. IT Expert with knowledge in AI, Big Data development, Data Base & Cloud Multi-Platform developer, IoT digital transformation ICT for medical applications. This partner will create a web multi-platform structure, an interoperability digital tool supporting the dispersed health structures. The platform will focus on preventive and diagnostic tests (mainly on foundation one – ngs platforms, to get more than 300 genes at the same time) with a repository of data of particular areas of epidemics, viruses and cancers. New raw data will address namely North African, Sub-Sahara African and Asian immigrants that arrive in European borders. 4. Governmental Agency / Health Public Authority / NGO / Practitioner of National Health Care System for issuing of certifications and governmental permissions. This partner should be able to deal with the different epidemics and health-care system requirements. 5. Pathology or anatomy laboratory of reference for using on board the findings of the data (AI, Big Data, Atlas data and Cloud technologies) collected. 6. Transport company or truck manufacturer to provide one or more trucks to be converted into mobile health units. The partner will follow the instructions of the 	<p>SC1-BHC-06-2020: Dispersed health structures project looking for various partners</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>

	<p>health experts to modify a commercial truck into a mobile health care unit.</p> <p>7. Pharmaceutical company or medical instrument company for sponsorship.</p> <p>8. A medical clinics management and logistics expert company from the prime medical care field to draft the set-up of the medical units on board and oversee implementation. This partner will take care of the needs and managing them through the project to meet effectively the scope of the project.</p>	
Scottish (UK) SME seeks a European go-to-market partner in the Construction sector for their Artificial Intelligence innovation and an EIT Digital 2021 funding application	<p>The Scottish SME is one of the UK's leading smart cities specialists and creators of an innovative data platform. The SME are seeking a go-to-market partner for their Artificial Intelligence (AI) innovation in the Construction sector to partner with for an EIT Digital funding application.</p> <p>Research cooperation agreement with an European SME.</p> <p>Type of partner sought: Preferably a technological company or R&D institute are all welcomed to join for R&D collaboration, mainly to develop acoustic levitator for ALD process.</p> <p>The role of the partner is envisioned to:</p> <ul style="list-style-type: none"> - Conduct analysis to validate the new product in identified markets. - Conduct market analysis into the construction sector to determine the size of the opportunity and potential addressable market. - Identify potential routes to market for the new product. - Engage via our networks to determine the appetite for deployment within the project period to identify warm customers. <p>In addition to the above, there will also be an opportunity for the partner to engage with the market through their own networks as well as the networks of the three other partners to refine the value proposition and define a marketing, sales and pricing strategy.</p>	<p>Scottish (UK) SME seeks a European go-to-market partner in the Construction sector for their Artificial Intelligence innovation and an EIT Digital 2021 funding application</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>
Seeking partners for H2020 bid Liquid Hydrogen on-board storage tanks	<p>A UK company is part of a consortium including a Greek research organisation and is seeking partners to join an H2020 bid Liquid Hydrogen on-board storage tanks, to co-develop a novel set of tanks for commercial trucks. They are seeking a range of partners, including companies with expertise in cryogenics and hydrogen storage, as well as energy infrastructure partners for testing and end using, via</p>	<p>Seeking partners for H2020 bid Liquid Hydrogen on-board storage tanks</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>

	<p>research cooperation agreement.</p> <p>Type of partners sought: Industry/academia Role and activity of partners sought:</p> <ol style="list-style-type: none"> 1) Truck and coach manufacturers to co-develop the storage capacity; 2) academic and industrial experts in cryogenics for co-development and safety testing; 3) infrastructure expertise for end-user testing for the transportation of the hydrogen to the UK companies bespoke service stations 	
<p><u>EUROSTARS: A French SME is seeking industrial and research partners to set-up a novel system for recycling destructured data</u></p>	<p>In the framework of an Eurostars proposal a multinational consortium, led by a French SME active in artificial intelligence (AI), is looking for industrial and research partners from Europe and abroad. The proposal's main objective is to set-up novel computing tool to restructure and recycle destructured graphic data (plans, schemes, etc.).</p> <p>The consortium's members are looking for:</p> <ul style="list-style-type: none"> - laboratories (for R&D on the tool) - companies as end-users - start-ups with pertinent problem patterns <p>The following structures and competences are sought:</p> <ul style="list-style-type: none"> - One laboratory (or more) that would be willing to work on the problem of graphical restructuring of the information contained in vector graphics files and/or the search for repetitive patterns in a data set. Good research and development capacities in the field of artificial intelligence is expected. - One company (or more) that will be the end user of the tools developed within the framework of this European project, and that will participate in the definition of these tools from a potential user's point of view. The thematic/problematic of restructuring data shall be sufficiently important within the company so that the tests' results will be significant. - One start-up (or more) that has problems in finding patterns similar to those of the consortium, such as in biology (finding repetitions in DNA or proteins) or in law (finding repetitions in the argument of judgments) in order to pool research work. 	<p><u>EUROSTARS: A French SME is seeking industrial and research partners to set-up a novel system for recycling destructured data</u></p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>

COVID-19

Titolo	Tipologia	Descrizione	Leggi il profilo
COVID-19: A Chinese manufacturer of medical protective hood and isolation suits is looking for distributors in Europe	Business Offer	Established in 2000, with a registered capital of 5 million RMB, the Chinese company is specialized in R&D, manufacturing and sales of medical protective hood and isolation suits which are mainly used in medical, civil personal protection and other fields. The company has used heat sealing and high frequency processes to produce labor protection products for more than 20 years, mainly supplying European and American markets. Looking for European medical equipment import companies, civil protective equipment companies, foreign trade agencies and other companies with relevant industry marketing experience, which can help them to quickly further open up the European market in the related fields.	Clicca qui Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it
Covid -19 – UK SME has developed a remote health app for performing first stage diagnostics and prevents the spread of infectious diseases and viruses seeks commercial agency and joint venture partners.	Business Offer	A UK Midlands based SME who specialise in bio technology has developed a remote diagnostic health app which is used to perform first stage diagnostics between the patient and the doctor. The app also prevents the transfer of infectious viruses and diseases such as Covid-19 through the use of high definition image and sensor technology. The company is seeking a commercial agency agreement with routes to market and/or a joint venture partner with expertise and access to the healthcare sector. Type of partners sought or considered are: health insurers, health trusts, medical centres, hospitals, private/public clinics and consultants.	Clicca qui Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it
COVID 19 – Czech manufacturer of dual thermal and face camera monitoring with AI used for thermal screening of diseases	Business Offer	A Czech SME offers a body temperature scanning plug & play infrared imaging camera with high potential to master the fight against the coronavirus etc. That solution is based on a real-time continuous calibration using black body radiation source to achieve great accuracy and stability. Advantages are dual use, high accuracy (0,3 °C) and sensitivity (0,03 °C) and onboard software (online temperature alarms and AI). Company is looking for distribution agreement .	Clicca qui Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it

(coronavirus) is looking for partners based on distribution agreements			
COVID-19: Nanomaterials for development of vaccines and diagnostic tools	Tech. Offer	<p>A Spanish technology-based company which provides a wide range of products and services in the nanobiotechnology field has developed multimodal nanocarriers that can be used in drug delivery, targeted delivery for labelling, imaging and tracking.</p> <p>The company is open to commercial agreements with technical assistance with:</p> <ul style="list-style-type: none"> - Manufacturers and research organisations working in diagnostic tools (lateral flow assay, electrochemical biosensors, colorimetric biosensors). - Pharmaceutical companies and research organisations. - Healthcare companies and research organisations. 	<p>Clicca qui</p> <p>Sei interessato al profilo? Scrivi a een1@confindustria.lombardia.it</p>