

## **Esempi di opportunità di collaborazione tratte dal data base della rete Enterprise Europe Network per la ricerca di partner esteri.**

Sono 50 i paesi coinvolti:

Armenia, Austria, Belgio, Bosnia e Erzegovina, Bulgaria, Cile, Cina, Croazia, Cipro, Repubblica Ceca, Danimarca, Egitto, Estonia, Finlandia, Francia, Germania, Grecia, Ungheria, Islanda, Irlanda, Israele, Italia, Giappone, Lettonia, Lituania, Lussemburgo, Macedonia, Malta, Messico, Moldavia, Montenegro, Paesi Bassi, Norvegia, Polonia, Romania, Russia, Serbia, Slovacchia, Slovenia, Corea del Sud, Spagna, Svezia, Svizzera, Siria, Tunisia, Turchia, Ucraina, Regno Unito, USA.

### **Paesi UE**

POD Reference: 20121205033

Romanian company, specialized in distributing electrical cables made of copper and aluminium is looking for cables producers.

POD Reference: 20130410009

German agent specialising in metal parts for the automotive, tool manufacture and other industries offers to be a trade intermediary for Italian manufacturers in the metal sector who wish to sell into the German market.

POD Reference: 20121017028

Bulgarian company specialized in cutting and sewing upper parts of shoes is looking for Italian outsourcing company. With 16 years experience, the products are of excellent quality and company's experts are perfectly acquainted with technologies, materials and requirements for manufacturing.

POD Reference: 20100617046

Hungarian SME dealing with trade of wood industrial raw material is offering trade intermediary services to Italian partners.

POD Reference: 20130305026

German consultants firm (SME) is offering sales and distributions services for machinery and special purpose machinery. The company has longterm knowledge and experience in the field of workpiece handling, part loaders, robotic palletising systems as and special machines for turning and milling. The company was founded in 2012. The people behind it have longterm experience and knowledge in the special purpose machinery sector, sound machinery.

### **Paesi extra UE**

POD Reference: 20120521024

Russian start-up company specialized in trade of clothes and shoes is searching for Italian suppliers, offering them distribution services.

POD Reference: 20100511006

A company from Serbia is a producer of sanitary equipment (bathroom systems, lavatories, etc.), as well as decorative tiles and ceramics since 1992. The company is offering a part of its company for sale / acquisition.

POD Reference: 20120831014

Japanese distributor of fresh fruits and vegetables is offering its distribution services to trade partners/exporters from Poland and Italy. They also offer logistic support for importing the new agricultural products (fresh, frozen, processed, and ready-to-cook) to supplement their product line in Japan. The company has strong and established channel networks throughout Japan. Their clients are major Japanese supermarket chains, and vendors who sell cooked food to the convenience stores.

POD Reference: 20101229003

Russian company dealing with delivery and packaging arrangement of electrical products, industrial equipment, oil-gas equipment and diesel equipment to the Siberian regions (the Irkutsk region) and to the Far East is searching for providers and partners with field of activity such as electrical products, chemical products (polyethylene, ion-exchange resin), electronic equipment, measuring devices, lighting products. Offers trade intermediary services.

POD Reference: 20120302037

Turkish construction company in Istanbul established in 2007 is offering distribution and franchising of building insulation materials and other construction products and offers construction services for foreign partners wanting to make investments in Turkey (subcontracting services).

### **Ricerca partner per progetti di ricerca (7PQ/H2020 etc.)**

POD Reference: RDAT20130719001

Austrian company has developed a natural eco-friendly organic fertilizer, which achieves food hygiene standards. They got granted a funding project in the CIP-EIP-Eco-Innovation 2012 program to bring this fertilizer on the market. Investment costs and working hours are funded by 50%. They are urgently looking for a partner to replicate a model plant from Austria into the home country and test a franchise/license business model by setting up a sales structure.

Project is already accepted for funding. The potential partner might start into a ready project without writing proposals/waiting for grants. Any contract preparation work will be done by the Austrian lead partner. The biological fertilizer achieves food hygiene standards and the company has a registered trademark for it. The fertilizer is also registered at DSMZ (German Collection of Microorganisms and Cell Cultures), providing safety regarding reproduction for micro-organisms.

Partner sought is a company which produces eco-friendly materials connected to the agricultural or food sector. Experience with materials like organic fertilizers, maize derived bioplastic (food packaging) or the like would be best. A connection to potential regional fertilizer customers would be beneficial. The company should have strong territorial roots but be able to focus on expanding markets. The role of the partner would be to observe the construction of the first plant built in Austria; plan, co-ordinate and implement the replication of the Austrian plant in their home region together with the subcontractors; build a sound sales structure for the product; co-develop a licensing / franchise system with the Austrian Lead-Partner (LP) and test this system as the first licensee; contribute to the business and exploitation plan; participate in the project management. They should be able to rebuild a small to medium sized model production plant. Furthermore it is necessary to build a sales structure for the fertilizer product within their home region and to initialize a regional community platform which will be developed into an international platform later on.