

OPORTUNIDADES DE COOPERACIÓN EMPRESARIAL

La Cámara de Comercio, Industria y Navegación de Cantabria a través de la Enterprise Europe Network le ofrece información acerca de las últimas oportunidades de cooperación empresarial.

En esta sección le mostramos, divididas en sectores, las referencias de cada una de las oportunidades así como un breve resumen.

Si desea ampliar más información sobre alguna de las referencias mostradas, puede ponerse en contacto con la siguiente dirección:

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Las referencias mencionadas son las que se muestran a continuación:

AGROFOOD

REFERENCE: BOSK20191119002

TITLE: A Slovak innovative IT SME specialized in development of mobile and web applications is offering healthcare application and is looking for partners to cooperate via outsourcing agreement.

SUMMARY: A Slovak company specialized in development of mobile and web applications provides to customers its own developed, fully scalable platforms for Healthcare application.

The company is looking for partners interested in healthcare applications and they are looking for partners to cooperate within the framework of an outsourcing agreement.

REFERENCE: BORU20200221002

TITLE: Russian manufacturer of disposable capsule injectors is looking for distributors.

SUMMARY: A Russian company produces disposable karpulnye injectors that remove the risk of injury - infection of the doctor and medical staff by 100%. The company is looking for reliable partners for long-term cooperation and for the conclusion of a distribution services agreement.

REFERENCE: BORU20200227001

TITLE: Russian manufacturer of ergonomic prostheses of the lower extremities is looking for distributors.

SUMMARY: A Russian company produces ergonomic lower limb prostheses with high anthropomorphism. The company is looking for reliable partners from the medical field to conclude a mutually beneficial distribution services agreement.

REFERENCE: BOGR20200323001

TITLE: Leading Greek IT company offers free access to global food safety platform to ensure safe food for all during challenging times.

SUMMARY: A leading Greek IT company, working for food safety intelligence, offers for free a platform that minimizes the food safety risks in the supply chain. The platform supports the food industry to quickly respond to major health crises like the Covid-19. The company aims to support the food industry experts to navigate through supply chain challenges, as well as helping the production and distribution of safe food on a global basis. Food experts and producers are sought for licence agreement.

REFERENCE: BOTR20200205001

TITLE: A Turkish medical device manufacturer looks for distributors and commercial agents and offers manufacturing agreement.

SUMMARY: A Turkish company which operates in neonatal intensive care units such as infant incubators, phototherapy units, transport incubators looks for distributors, commercial agents and offers manufacturing agreement. The company is engaged in transnational cooperation with many countries all over the world and is ISO 13485:2003 and CE certified.

REFERENCE: BOIT20200312001

TITLE: Italian producer of vegetable and seafood preserves in oil and pickles looks for distributors and agents.

SUMMARY: An Italian company offers vegetable and seafood preserves in oil and pickles. It is able to produce under its own brand or the label of the customers. A range of over three hundred high-quality (certified International Food Standard) products allows this company to satisfy the needs of every single taste.

The food producer is interested in negotiating a distribution agreement and/or a commercial agency agreement.

REFERENCE: BOIT20200206001

TITLE: Accredited Italian agro-food technology centre offers its food and wine certification services.

SUMMARY: An agro-food technology centre in central Italy is accredited as a certification body for different kinds of agricultural products. The centre has in-house expertise and instrumentation in food certification, and experience in international cooperation. It offers certification services to agro-food growers, producers or consortia, distributors or others seeking food certification, through an outsourcing or subcontracting agreement.

REFERENCE: BOIT20200316001

TITLE: Italian family coffee roasting company seeks distributors, retailers and agents interested in espresso blends.

SUMMARY: An Italian family roasting company produces espresso coffee blends offered in beans, grounds, capsules and single-serving pods, also under private label. It cares for all steps of the coffee process in order to provide the perfect "made in Italy" espresso.

The company looks for foreign partners active in the food & beverage and Ho.Re.Ca. sectors, as well as vending and retail channels, with a view at establishing a distribution services agreement and/or a commercial agency agreement.

REFERENCE: BRFR20200304001

TITLE: French commercial agency for HORECA products seeks new suppliers within exclusive commercial agency agreements.

SUMMARY: 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.

ELECTRONICS, IT AND TELECOMMS

REFERENCE: BOAM20200120001

TITLE: Armenian company that offers high performance educational hands-on learning solutions is seeking partners as distributors and agents worldwide.

SUMMARY: An Armenian company develops educational complete (software, hardware, and curriculum) trainer kits for science, technology, engineering and mathematics (STEM) students. It enables thematic, highly visualized, fascinating and engaging experiments in STEM disciplines.

Company is currently looking for business partners to distribute the solutions in their countries under distribution services agreement and/or commercial agency agreement.

REFERENCE: BOUA20200204003

TITLE: A Ukrainian creative web design and digital marketing company offers outsourcing agreements.

SUMMARY: The Ukrainian software development company is specialized in web and mobile application development, web design, is looking for an outsourcing agreement.

REFERENCE: BOIT20200221001

TITLE: An Italian company offers their business simulation games for universities and educational institutions under license and commercial agency agreements.

SUMMARY: This Italian company develops simulations tools for assessment, training and employer branding. The tools are "unconventional", intuitive, dynamic according to the paradigm of "learning by doing" and "learning by thinking".

They offer business games for universities, polytechnics, master of business administration (MBA) program, business schools and summer schools. The cooperation will be carried out under license and commercial agency agreements.

REFERENCE: BOSK20191119002

TITLE: A Slovak innovative IT SME specialized in development of mobile and web applications is offering healthcare application and is looking for partners to cooperate via outsourcing agreement.

SUMMARY: A Slovak company specialized in development of mobile and web applications provides to customers its own developed, fully scalable platforms for Healthcare application.

The company is looking for partners interested in healthcare applications and they are looking for partners to cooperate within the framework of an outsourcing agreement.

REFERENCE: BOBE20200130001

TITLE: A Belgian company offering artificial intelligence (AI), cloud computing, data science and business intelligence services is looking for partners under a subcontracting or outsourcing agreement.

SUMMARY: Belgian SME uses end-to-end development&integration for AI and cloud computing to serve clients active in any industry, e.g. retail, banking, telecom, healthcare, pharma or technology;

that need to design&implement advanced data-driven automation solutions. The SME is looking for companies or universities that would like to use AI, machine learning, data science, and data management to improve their efficiency. The preferred way to cooperate would be under outsourcing or subcontracting agreement.

REFERENCE: BOPL20200225003

TITLE: Polish-Ukrainian LED screens manufacturer is looking for distributors and commercial agents.

SUMMARY: Warsaw-based company with factories located in Poland and Ukraine, specialized in production, installation and maintenance of LED displays as well as other LED products (multimedia roll-ups, media facade, multimedia showwindow, LED modules) is looking for distributors and commercial agents and offers cooperation under a distribution services or commercial agency agreement.

REFERENCE: BOUA20200205001

TITLE: A Ukrainian powder coating equipment and metal sheet products producer is looking for distribution or manufacturing agreements.

SUMMARY: The Ukrainian company is a well-known producer of powder coating equipment, electrotechnical cabinets, telecommunication equipment and metal sheet products. The company is looking for distribution services or manufacturing agreements to produce high-quality products at its production facilities.

REFERENCE: BOCZ20200217002

TITLE: Czech SME offers visual similarity solutions for cooperation under joint venture agreement.

SUMMARY: Czech SME provides solutions in image processing and computer vision. They provide services like automated image categorization or tagging, object detection, face detection and recognition, reading texts from images, visual and similarity search. The company has several ready-to-use services and is strong in semi-customised solutions for companies from e-commerce, production, med-tech, real estate, various web apps.

Considered forms of partnership are joint venture/licence agreement.

REFERENCE: BOBG20200227001

TITLE: Bulgarian company providing digital training services is looking for a commercial agency, subcontracting or outsourcing agreements in the field of cybersecurity or technical trainings.

SUMMARY: A Bulgarian company established in 2013, provides unique educational approach with short weekly digital trainings through interactive emails with performance statistics.

Focus is cybersecurity awareness and improving digital skills or knowledge about specific applications and procedures in a company. The trainings' content includes theory, animation, tests and statistics.

The company is willing to enter into subcontracting/outsourcing and/or commercial agency agreement.

REFERENCE: BRDE20200220001

TITLE: A German distributor for electronics manufacturing equipment seeks additional suppliers under distribution service agreements.

SUMMARY: A German distributor with more than 20 years market experience is looking for additional products to add to its portfolio under distribution services agreements. The distributor's current focus is on electronics manufacturing industry, other industries are also possible.

REFERENCE: BORU20200112025

TITLE: Russian developer of digital enterprise solutions seeks licensees for innovative software that enables mobile working.

SUMMARY: A Russian company specializes in the production of a virtual working platform. This work platform is used in education in business solutions and for its own development in the field of programming. The company is looking for new partners to conclude a license agreement.

REFERENCE: BORU20200220003

TITLE: Russian manufacturer of 3D-scanners is looking for a distributors.

SUMMARY: The Russian company produces 3D scanners to create a three-dimensional visual image of the subject in digital format. The Russian company is looking for reliable partners to conclude a distribution services agreement.

REFERENCE: BORU20200222003

TITLE: Russian developer of a hardware-software complex for seismic-acoustic research is looking for licence partners.

SUMMARY: A Russian company developed a hardware-software complex for ultra-high-resolution three-dimensional seismic-acoustic research of bottom sediments in water areas to solve geotechnically and search problems. The company is looking for reliable partners for long-term cooperation and to conclude a license agreement.

REFERENCE: BORU20200224001

TITLE: Russian developer of software and hardware platform CRM services that will be installed in any banking terminal to create a single integrated environment for collecting and analyzing data in retail is looking for reliable partners.

SUMMARY: A Russian company is developing a hardware-software platform to create a single integrated information environment for collecting and analyzing data in retail in order to create services for the population, the state, and business. The Russian company is looking for reliable partners for long-term cooperation and the conclusion of a license agreement.

REFERENCE: BORU20200229003

TITLE: Russian developer of a biometric identification system is looking for licence partners.

SUMMARY: The Russian company is developing a system of biometric identification of persons in the video shooting mode. The company is looking for reliable partners for long-term cooperation under a license agreement.

REFERENCE: BORO20200325002

TITLE: Software company from Romania offers its software development services, under outsourcing agreements or commercial agency agreement.

SUMMARY: A Romanian company providing software services as:

- Web and Mobile development
- IoT

- E-commerce solutions

- Testing Services

- DevOps / Cloud Services

is looking to develop partnerships with:

- Software companies that want to scale-up and need additional resources

- Start-ups or companies that want to develop a product or an MVP

The collaboration should be in the form of an outsourcing agreement or commercial agency agreement.

REFERENCE: BOFR20200323001

TITLE: French tech start-up looking for distributors for its water monitoring and predictive system based on AI in the aquaculture sector.

SUMMARY: The French startup has developed the first underwater weather station for real-time and predictive monitoring of water quality, using connected devices (IoT) and machine learning. The solution is designed for all kinds of water environment (both fresh and salt water) and have multiple application: Aquaculture and Environmental Monitoring.

The start-up is already engaged in transnational cooperation and is looking to expand its distributor network in Europe.

REFERENCE: BOIT20200228001

TITLE: Italian company specialised in digital tourism and experiential packages and tours is offering services under commercial agency agreements.

SUMMARY: An Italian company active in digital tourism and experiential tourism is offering its services under commercial agency agreements. The product range offered includes an innovative online tourism social network, a representation within Italian and European tourism fairs, the organisation of educational tours, matchmaking between international tour operators.

REFERENCE: BORO20200312001

TITLE: A Romanian company specialized in digitalization services, secure private cloud infrastructure and ITC management consulting seeks international partners under subcontracting or outsourcing agreements.

SUMMARY: A Romanian SME is offering its expertise in digital transformation, analytics-driven digital strategy, IT management consulting, web-development and secure cloud infrastructure. The Romanian SME is aiming to increase its portfolio with enterprises of any size that want to establish a long-term collaboration under subcontracting and outsourcing agreements.

REFERENCE: BOPT20200318002

TITLE: Portuguese engineering company offers its services in electronics area.

SUMMARY: Portuguese company with solid knowledge in the areas of electronics, design and mechanics, is looking for partnerships with companies that need the development of electronics for their products or production process, through a manufacturing or subcontracting agreement.

REFERENCE: BOTR20200109001

TITLE: A Turkish company specialized in security and defence industry looks for distributors and agents and offers manufacturing agreement.

SUMMARY: A Turkish company which operates in security and defense industry manufactures a self sufficient solar pole named "Smart Direk" which is a patented product of the company. The company wants to establish a long-term business partnerships under distribution services, commercial agency and manufacturing agreement.

REFERENCE: BOTR20200223001

TITLE: A Turkish company specialized in manufacturing and design of lightning protection systems looks for distributors and commercial agents and offers manufacturing agreement.

SUMMARY: A leading Turkish company with almost seventy years of experience is specialized in manufacturing and design of lightning protection systems. Connectors and clamps, earthing rods and earthing components, interception masts and spires are among the product range of the company which offers supplier, distribution services, commercial agency and manufacturing agreement.

REFERENCE: BOUK20200304002

TITLE: UK company specialising in digital signage software seeks reseller and distribution partners.

SUMMARY: This UK based company specialises in developing Windows-based digital signage software to help businesses, education and organisations to promote their products and services on display screens and touchscreens. It has a good presence already in its local market and overseas and wants to expand further on an international level and in varied sectors. Its software is offered for distribution and for reseller partners.

REFERENCE: BOIN20190503001

TITLE: An Indian tutoring brand is looking for distribution partners under commercial agency or distribution services agreement.

SUMMARY: The company is an established brand in India for online assessments and classroom training. Their tutors are trained and qualified to teach according to any national or international curriculum and are supported by a team of experts on pedagogy and academics. The company is looking for commercial agency and distribution partners for their services in various countries.

REFERENCE: BOPL20200306001

TITLE: Web and mobile application software development company offers its services through subcontracting or outsourcing service agreement.

SUMMARY: The SME from South-West Poland offers programming services in the area of web or mobile applications, as well as a cooperation in software development of already existing products. The company look for partners from all around the world that would be interested in cooperation under subcontracting or outsourcing agreement.

REFERENCE: BOBG20200227002

TITLE: Bulgarian IT company offers software solutions and mobile applications for mobile tickets in sharing economy sectors and seeks partners under commercial agency agreement.

SUMMARY: Bulgarian company develops software solutions and mobile applications for implementation in different services in tourism sharing industry. The company is interested in mutual cooperation under commercial agency agreement and/or outsourcing agreement or subcontracting agreement.

REFERENCE: BRRU20200213002

TITLE: Russian manufacturer of office, residential and street furniture is looking for a supplier of hardware and fittings for furniture including (locks, handles etc).

SUMMARY: A Russian company is engaged in the production of various types of furniture: office, residential and street. The company is looking for a supplier of hardware and fittings for furniture including (locks, handles, etc) for concluding a supply agreement.

REFERENCE: BRRU20200213007

TITLE: Russian manufacturer of a device for improving homeostasis of the fish organism is looking for suppliers of component equipment (electronic components, microcircuits, etc.).

SUMMARY: The Russian company produces an innovative device for improving homeostasis (self-regulation) of electromagnetic EHF radiation (radiation of high-frequency devices). The company is looking for new reliable suppliers of special electronic equipment (semiconductor diodes, transistors, electronic sensors) for its needs and for the conclusion of a mutually beneficial supplier agreement.

REFERENCE: BRFR20200318001

TITLE: French company editing a debt collection software is looking hosting companies under services agreements in EU and USA.

SUMMARY: French software editor develops an international and full web solution optimizing cash recovery and preventing customer risk, processing litigation and pre-litigation. Major companies and groups in B2C or B2B already use the software package. The company is looking for hosting companies in EU countries and USA under services agreements.

ENERGY

REFERENCE: BOSK20200225001

TITLE: A Slovak SME offers electrical installations and services for construction companies in EU.

SUMMARY: A Slovak construction company, which is specialized in industrial electrical installations and automation offers its services and workers. The company is searching for new partners from western and north-west EU countries, which are looking for a subcontractor on their industrial construction projects.

REFERENCE: BRPT20191023001

TITLE: Portuguese company seeks new products in energy, water and organic waste reduction for distribution services agreement.

SUMMARY: A Portuguese SME with more than 9 years' experience in technical analysis and implementation of energy efficiency projects, water consumption and organic waste elimination solutions is looking for new innovative products to add to its offering portfolio. The company seeks private companies to establish a distribution services agreement.

REFERENCE: BORO20200324001

TITLE: Romanian company offers its specialised design and installation services for photovoltaic panels systems under outsourcing agreements and is also looking for agents for their products.

SUMMARY: A Romanian distributor of photovoltaic panels, installation kits and inverters is interested in finding partners under commercial agency agreements. Also, they are offering their services for projecting and installing these systems under outsourcing agreements. They are interested in partners from Germany, Austria and Italy.

REFERENCE: BORU20200213002

TITLE: Russian company exporting coal to various countries is looking for new distributors.

SUMMARY: The Russian company has the resources of coal of grades D, T, SS, K, KS with the possibility of export deliveries to the countries of Asia, Europe, Turkey, and China. The scope of supply is from 20,000 tons per month. The company is looking for reliable partners for mutually beneficial cooperation and for the conclusion of a distribution services agreement.

REFERENCE: BORU20200225001

TITLE: Russian manufacturer of energy-saving equipment is looking for distributors.

SUMMARY: A Russian company produces energy-saving equipment for accounting and resource management of utilities. The company is looking for reliable partners to conclude a mutually beneficial distribution services agreement.

REFERENCE: BORU20200227003

TITLE: Russian manufacturer of long burning boilers is looking for distributors.

SUMMARY: A Russian company produces boilers for long burning. The company is looking for reliable partners for a mutually beneficial relationship and for the conclusion of a distribution services agreement.

REFERENCE: BORU20200229001

TITLE: Russian manufacturer of multi-functional lamp is looking for distributors.

SUMMARY: A Russian company is engaged in the production of multifunctional scalable luminaires of large and medium power for industrial and sports lighting. The company is looking for reliable partners for long-term cooperation and for the conclusion of a distribution services agreement.

REFERENCE: BORU20200229002

TITLE: A Russian manufacturer of equipment for nuclear power plants is looking for distributors.

SUMMARY: A Russian company produces devices for automatic command guidance of bridge cranes at the coordinates of the central hall of a nuclear power plant. The Russian company is looking for reliable partners for long-term cooperation and for the conclusion of distribution services agreements.

REFERENCE: BOIN20200121001

TITLE: An Indian manufacturer of precision engineering components for aerospace, defence, oil and gas, power and automotive sectors offers precision engineering services under manufacturing agreement.

SUMMARY: An Indian precision engineering component manufacturing company is interested to expand its services to overseas markets. The company is offering full range of manufacturing services under manufacturing and subcontracting agreements.

REFERENCE: BOFR20191217001

TITLE: A French company specialized in autoclaves for various industries looks for distributors, commercial agents and offers manufacturing agreements.

SUMMARY: The French company is specialized in manufacturing and repair all kind of autoclaves for various industries, especially for composites industry in aeronautics, space and sports cars fields. The company has the capacity to manufacture or to repair heavy and light maintenance and for retrofit of a complete equipment. The company looks for distributors and commercial agents and offers manufacturing agreements.

REFERENCE: BOUK20200304002

TITLE: UK company specialising in digital signage software seeks reseller and distribution partners.

SUMMARY: This UK based company specialises in developing Windows-based digital signage software to help businesses, education and organisations to promote their products and services on display screens and touchscreens. It has a good presence already in its local market and overseas and wants to expand further on an international level and in varied sectors. Its software is offered for distribution and for reseller partners.

REFERENCE: BOPL20200324003

TITLE: Polish manufacturer of regenerated automotive engines seeks distributors.

SUMMARY: A Polish company, cooperating with one of the largest Polish engine manufacturers, dealing in the repair, regeneration and sale of used car engines for brands such as Lublin, Gaz, Honker, Uaz, Aro.

The company is looking for distributors from the automotive sector operating in countries where cars of the above brands were used.

REFERENCE: BRFR20191212001

TITLE: French energy provider is looking to invest in photovoltaic projects in Spain

SUMMARY: The French company develops, finances and operates renewable power units worldwide. The current company's turnover is close to 20 million euros and it provides energy to the equivalent of a city of 212.000 people.

They decided to further develop in Spain. The company offers finance facilities to invest in photovoltaic plants. The French SME is therefore looking for independent power producers carrying out such projects in order to invest minorly (up to 49%) within a financial agreement.

INDUSTRIAL MANUFACTURING, MATERIAL AND TRANSPORT

REFERENCE: BOUA20200228003

TITLE: A Ukrainian design and construction enterprise offers its services through subcontracting and outsourcing agreements.

SUMMARY: A Ukrainian Enterprise, specialized in planning and design, installation and construction of works of different complexity levels and fields (civil, commercial, industrial) is interested in the formation of new partnership connections in the sphere of design and construction as well as it offers itself as subcontractor for any projects in the related field in Ukraine and in the EU area. The company is looking to internationalize the business through outsourcing and subcontracting agreements.

REFERENCE: BOSK20200210001

TITLE: The Slovak company specializing in the import of fashion accessories, textile fabrics and ecological materials from India is looking for international partners for distribution services or manufacturing agreement within the EU.

SUMMARY: The Slovak company specializes in the import and sale of products and materials made in India with regard to fashion trend, production process and practical use with emphasis on high quality level. The company is striving to expand the interest in this range from India through international cooperation within the EU countries mainly Austria, Hungary, Romania, Germany, Switzerland, Spain, Czechia, Italy, through the distribution services or manufacturing agreement.

REFERENCE: BOTR20200210001

TITLE: Turkish furniture manufacturer offers kitchen and bathroom furniture and accessories through distribution services agreement and subcontracting as well as manufacturing agreement under private label.

SUMMARY: Turkish high technology furniture manufacturer is willing to supply kitchen and bathroom storage, cabinets, vanities and accessories for home furniture manufacturers, retailers and wholesalers, real estate developers and private clients. The enterprise is looking for trade partners worldwide to cooperate under distribution services agreement. They are also ready to act as a subcontractor and/or to render manufacturing services for private label production accord with partners' needs.

REFERENCE: BOSK20200225001

TITLE: A Slovak SME offers electrical installations and services for construction companies in EU.

SUMMARY: A Slovak construction company, which is specialized in industrial electrical installations and automation offers its services and workers. The company is searching for new partners from western and north-west EU countries, which are looking for a subcontractor on their industrial construction projects.

REFERENCE: BOBG20200121001

TITLE: Bulgarian metalworking company specialized in quality manufacturing of metal elements and structures seeks international business partners under manufacturing agreements.

SUMMARY: This Bulgarian SME is specialized in metalworking services. The products are utilized in various domains such as automotive, construction, food, pharmaceutical and furnishing industries and in manufacturing of electrical boards. The company seeks international business partners for the conclusion of manufacturing agreements.

REFERENCE: BOFI20200227001

TITLE: A Finnish company seeks distributors or commercial agents in Poland, Japan, Norway and Switzerland for reconstituted birch veneers.

SUMMARY: A Finnish company producing through-dyed reconstituted birch veneers, is looking for distributors or commercial agents in Poland, Japan, Norway and Switzerland.

The company's unique surface material is ideal for furniture, interior walls & doors, ceilings, acoustic panels etc.

The company seeks distributors with experience with wood products, or commercial agents, who are familiar with wooden surfaces and ideally working in close collaboration with designers and interior architects.

REFERENCE: BOUA20200205001

TITLE: A Ukrainian powder coating equipment and metal sheet products producer is looking for distribution or manufacturing agreements.

SUMMARY: The Ukrainian company is a well-known producer of powder coating equipment, electrotechnical cabinets, telecommunication equipment and metal sheet products. The company is looking for distribution services or manufacturing agreements to produce high-quality products at its production facilities.

REFERENCE: BOUK20200304003

TITLE: UK manufacturer of high-quality tuning forks for a number of sectors seeks distributors throughout the world.

SUMMARY: This UK manufacturer of a range of tuning forks for a number of industries is looking to develop its international market presence in what is a burgeoning market.

Products are made from steel or aluminium and are designed for use in medical, healing therapy, industrial, scientific and music sectors. All forks are guaranteed for their tuning accuracy.

The company is currently looking to expand sales overseas and now seeks a number of experienced distributors worldwide.

REFERENCE: BOUA20200205002

TITLE: The Ukrainian producer of composite products on the base of glass fiber is looking for distributors and commercial agents.

SUMMARY: The Ukrainian company is a leading producer of composite products on the base of glass fiber. The company produces pultruded fiberglass profiles which are used in power energy (transformers, motors), in construction (fencing, handrail systems); on the railway (insulating rail joints); fiberglass tissue (roofing materials); reinforcing glass fiber mesh. The company is looking for commercial agents and distributors around the world in order to expand its markets and export activity.

REFERENCE: BOFR20200224001

TITLE: French SME is looking for distributors for its innovative outdoor firefighting device.

SUMMARY: The French SME based in the south of France has developed a semi-automated outdoor firefighting system. The fixed device aims to protect buildings and areas exposed to fire risks, near forests. The patented technology allowed the company to sell its first devices in France to protect large infrastructure such as highways and industrial parks. The company aims to expand to other EU countries with local partners to distribute and integrate the device.

REFERENCE: BRNL20200116001

TITLE: Dutch company is looking for a manufacturer for textile/canvas bike covers.

SUMMARY: The Dutch company is experienced in the development of products where canvas, foil and technical textiles are involved.

The company developed a new bike cover and is looking for a company abroad for the manufacturing of this product.

Cooperation will be based on a manufacturing agreement.

REFERENCE: BRIL20191226001

TITLE: An Israeli representation company, specialized in management / integration of projects in energy, transportation, tunneling, infrastructure and underground, is looking for commercial agency agreement.

SUMMARY: An Israeli company, greatly experienced in project management, coordination and integration in the energy, transportation, tunneling, infrastructure and underground fields, is seeking foreign partners in need of local representative in these fields. The expected partnership intends to assist a foreign colleague/specialist in local tenders competition / participation and enable both

parties to get experience, knowledge, advanced approaches. The company is looking for commercial agency agreement.

REFERENCE: BOBG20200210001

TITLE: A Bulgarian company is offering to manufacture metal parts under subcontracting or manufacturing agreement for long-term cooperation with potential partners.

SUMMARY: A Bulgarian manufacturing company, specialized in the production of quick-change holders, carbide tools and special tools, is looking for partners from the aerospace, automotive, railway, shipbuilding industries, etc for long-term cooperation under subcontracting or manufacturing agreements. It has 10 years of experience in the field, a highly qualified team of engineers and operates with the latest generation of metalworking and measuring machines.

REFERENCE: BORU20200213001

TITLE: Russian manufacturer of used rubber crumb obtained from used automotive rubber is looking for distributors.

SUMMARY: In the process of processing used tires, the Russian company produces rubber crumb fractions of 0.3-0.5 mm, which are used in the automotive industry for the further production of new tires. The volume of possible delivery is up to 2000 tons/year. The company is looking for long-term and reliable partners to conclude a distribution services agreement.

REFERENCE: BORU20200221001

TITLE: Russian manufacturer of one-packer layout for simultaneous and separate exploitation of 2 layers in oil wells is looking for distributors.

SUMMARY: A Russian company produces single-pack layouts for simultaneous and separate operation of 2 layers in oil wells with the possibility of taking into account production and research. The Russian company is looking for reliable partners to conclude distribution services agreements with them.

REFERENCE: BORU20200221003

TITLE: Russian manufacturer of stop valves is looking for distributors.

SUMMARY: A Russian company produces high-resource import-substituting shut-off and regulating pipe fittings for the oil and gas, oilfield, oil refining and heat power industries. The company is looking for reliable partners for long-term relationships and for the conclusion of a distribution services agreement.

REFERENCE: BORU20200224002

TITLE: Russian manufacturer of oil and gas equipment is looking for distributors.

SUMMARY: A Russian company produces shut-off and control oil and gas high-pressure equipment designed for installation on pipelines of liquid and gaseous media. The Russian company is looking for new reliable partners from the oil and gas industry to conclude a distribution services agreement.

REFERENCE: BORU20200225002

TITLE: Russian manufacturer of a spare wheel fastener is looking for distributors.

SUMMARY: A Russian company produces spare wheel fasteners from a polymer composite material by injection molding, which provides increased corrosion resistance. The company is looking for reliable partners to conclude mutually beneficial relationships and to conclude a distribution services agreement.

REFERENCE: BORU20200229004

TITLE: A Russian manufacturer of heat-expanding fire-resistant gaskets is looking for distributors.

SUMMARY: The Russian company produces heat-expanding fire-resistant rubber seals. The company produces seal sealants that come in various colors and are intended for use in the installation of glass, in construction, and are also widely used in fire safety. The company is looking for reliable partners from various industries (construction, fire, rubber, etc.) for long-term cooperation and for the conclusion of a distribution services agreement.

REFERENCE: BOSI20200318001

TITLE: Slovenian company offers various construction works (residential, commercial, municipal and outdoor) as subcontractor on Austrian market.

SUMMARY: A Slovenian company specialized in various construction works on buildings and outdoors offers its services to Austrian partners as a subcontractor.

REFERENCE: BOSI20200318003

TITLE: Slovenian manufacturer of machine tools, cutting tools and equipment for machining, offers its subcontracting services.

SUMMARY: A Slovenian company, specialized in metal processing with CNC processing machines (milling and turning) and production of transport systems for different industries, offers its services in the form of a subcontracting or outsourcing agreement.

REFERENCE: BOUA20200318001

TITLE: A Ukrainian manufacturer of 3D plaster panels is looking for distribution services and commercial agency agreement

SUMMARY: The Ukrainian company produces decorative 3D Plaster Panels for commercial, residential and public spaces such as shopping malls, shops, hotels, offices, flats, houses, cinemas, restaurants, airport lounge, and many more. In order to expand their markets, it's looking for partners under distribution and commercial agency agreements.

REFERENCE: BOUA20200320002

TITLE: A Ukrainian company specialized in production and trade with wooden pellets seeks distributors.

SUMMARY: The Ukrainian company engaged in the production of wood pellets for consumer's use is looking for partners under distribution services agreement. The company's production is certified according to the European standard ENPlus. The first production line was launched in 2008. The second line was launched in 2011. Plant wood pellets production capacity reached 45k tons per year by 2019. The manufacturer is able to supply significant quantities of wooden pellets.

REFERENCE: BOPL20200302005

TITLE: A Polish company offers the service of converting adhesive tapes, i.e. cutting and punching from tapes and protective films on the basis of distribution and outsourcing agreements.

SUMMARY: A Polish company offers the service of cutting adhesive tapes to any width and performs various types of patterns from adhesive tapes (single-sided and double-sided) and protective films. They offer adhesive material sheet, laminating, delamination, cutting, kiss cutting, die cutting, rewinding and cutting. Partners are sought to conclude distribution and outsourcing agreements.

REFERENCE: BOPL20200317001

TITLE: Dynamically developing transport company is looking for partners for cooperation under outsourcing agreements.

SUMMARY: A Polish company has been operating in the transport market since 1992. It is looking for partners interested in offered services in range of transport and forwarding. It provides comprehensive services at each stage of the supply chain. The transport operator owns a fleet of vehicles that allows shipment of goods requiring specified conditions. The company plans to cooperate with partners under outsourcing agreements.

REFERENCE: BOIN20200121001

TITLE: An Indian manufacturer of precision engineering components for aerospace, defence, oil and gas, power and automotive sectors offers precision engineering services under manufacturing agreement.

SUMMARY: An Indian precision engineering component manufacturing company is interested to expand its services to overseas markets. The company is offering full range of manufacturing services under manufacturing and subcontracting agreements.

REFERENCE: BOPL20200303001

TITLE: Polish manufacturer specializing in wooden scantlings for construction and furniture industry is looking for distribution services agreements.

SUMMARY: A Polish medium-sized company with 30 years of tradition in wood processing offers pine scantlings used in furniture, windows, doors and construction sectors. The company is interested in cooperation as distribution services agreements in European countries.

REFERENCE: BOSK20200311001

TITLE: Provider of solutions and services in the field of digital product design and digital process simulations in production seeks partners under outsourcing agreement.

SUMMARY: An established Slovak company is a supplier of software solutions and Siemens PLM (product lifecycle management) software. Besides selling software licences, this company provides support for the implementation and integration of existing solutions and services for optimisation of processes in product design and manufacturing. They are looking for partners to cooperate via outsourcing agreement.

REFERENCE: BOFR20191217001

TITLE: A French company specialized in autoclaves for various industries looks for distributors, commercial agents and offers manufacturing agreements.

SUMMARY: The French company is specialized in manufacturing and repair all kind of autoclaves for various industries, especially for composites industry in aeronautics, space and sports cars fields. The company has the capacity to manufacture or to repair heavy and light maintenance and for retrofit of a complete equipment. The company looks for distributors and commercial agents and offers manufacturing agreements.

REFERENCE: BOPL20190912001

TITLE: A Polish company specialized in manufacturing of equipment from stainless and non-corrosive steel is interested in cooperation with general contractors or design engineers under commercial agency or subcontracting services agreements.

SUMMARY: The Polish company is specialized in design, manufacture and sales of equipment for food processing industry and also furniture from stainless and non-corrosive steel. Their products are used in all places, where the most hygienic conditions must be kept. Also, wide range of products dedicated to health-care rooms are produced. The company is looking for general contractors or design engineers operating in medical sector to conclude commercial agency or subcontracting services agreements.

REFERENCE: BODE20200306001

TITLE: A German textile company offers manufacturing capacity of weaving, finishing and laser treatment for woven heavy fabrics under subcontracting agreements.

SUMMARY: A German textile company specialized in manufacturing of commercial carpets with different finishing options and applications for walls and floors is offering its capacities of weaving, finishing and laser treatment for woven heavy fabrics. The company is seeking partners from the textile industry, preferably from the technical textile sector. The collaboration is envisaged under subcontracting agreements.

REFERENCE: BOIT20200303001

TITLE: Italian producer of paints, enamels and varnishes is looking for distributors and agents.

SUMMARY: Italian company with more than 50 years experience and dedicated to the manufacture of paints, enamels and varnishes is looking for distributors and agents abroad in general and especially in Spain, Poland, Hungary, Netherlands, China. The company offers a wide portfolio of specialized products in several categories: decoration, facades, waterproofing, industrial line with specialized certifications as well as tintometric solutions.

REFERENCE: BODK20200302001

TITLE: Danish company seeks distributors of mobile and semi-mobile soil recycling and soil concrete mixing machines.

SUMMARY: A Danish company manufacturing mobile and semi-mobile soil recycling and soil concrete (a mixture of soil, cement and water) mixing machines as well as mobile and semi-mobile concrete batching plants is searching for distributors worldwide to increase their already global presence. The main advantage of the machinery is the possibility to produce concrete at the construction site and to reuse/recycle materials at the construction site during use of the machinery.

REFERENCE: BOTR20200216001

TITLE: A Turkish company specialized in metal forming and forging looks for distributors and agents and offers manufacturing and subcontracting agreements.

SUMMARY: A Turkish company with more than sixty years of experience has been manufacturing a wide range of products such as fittings (elbows, tees, caps, reducers), steel flanges, rings, induction

bands, steam boilers and equipment, separation units, heat exchanger groups, pipe spools, pressure vessels, tram wheel tyres, stainless steel, alloy steel. The company looks for distributors and commercial agents and offers manufacturing and subcontracting agreement.

REFERENCE: BODE20200309001

TITLE: Family owned German company offering its steel fastening products to European partners.

SUMMARY: German company is searching partners Europe-wide willing to distribute or make further use of their steel fastening products. The company has the ability to produce large batch sizes in shortened periods of time and is in a possession of several certifications proving the product quality. They can offer a distribution and/or manufacturing agreement.

REFERENCE: BOFR20200309001

TITLE: A French leader in evaporative cooling towers is looking for representatives for commercial agency agreement or distribution services agreement.

SUMMARY: The French company has been manufacturing evaporative cooling systems for more than 60 years.

In addition to a full range of made in France systems, it offers full support and maintenance services for its products.

Applications are numerous: offices and plants, airports, hospitals, industries (food, power generation, textile, automotive...), etc.

The company is looking for representatives (agent or distributor) in order to help them grow in Europe and Africa.

REFERENCE: BOUK20200218001

TITLE: UK developer of an innovative storage solution seeks partners for licensing and distribution.

SUMMARY: A UK based SME has developed a wardrobe/storage (unique & design protected) that can be stored within the loft or roof space of a house. (See pictures).

The company seeks overseas partners in the furniture industry to manufacture and distribute this innovative product in their local markets under a licensing agreement.

Exclusivity can be offered or various other options available.

REFERENCE: BOBG20200320001

TITLE: Bulgarian company offers complete solutions for the purposes of law-enforcement, border and customs control, civil protection, military, fire and rescue, and airports under manufacturing agreement.

SUMMARY: The Bulgarian company performs business activities such as: sales, technical support, technical and methodological consultations, prophylactics, and calibration in the field of safety, security and law enforcement equipment. The company is offering its free capacity under manufacturing agreement, subcontracting and outsourcing agreement for the following products: injection molds for plastic and other polymers; molded plastic products; small scale, high-precision metal components production.

REFERENCE: BOME20200224001

TITLE: A Montenegrin company specialized in steel casting is looking for distributors.

SUMMARY: A Montenegrin company specialized in steel casting for general machinery, mining, construction, cement, incineration, marine and ferrous and non-ferrous metallurgy is looking for distributors.

REFERENCE: BOBG20200306001

TITLE: Bulgarian manufacturer of PVC and aluminium products is looking for distribution agreement, manufacturing agreement, and subcontracting.

SUMMARY: A Bulgarian manufacturer of high-quality PVC and Aluminum windows, doors, and roller shutters is looking for distributors, manufacturers and installers with a good network, specialized in the industry. It offers also subcontracting activities.

REFERENCE: BOTR20200131002

TITLE: Turkish manufacturer of industrial paints is looking for distributors in Europe.

SUMMARY: The Turkish company is specialised in manufacturing industrial paints. The company can easily modify its products according to customers' needs and demands through its flexible

production line and dedicated R&D chemical engineers. The company is looking for ambitious distributors in order to boost company sales together.

REFERENCE: BONL20200316001

TITLE: A Dutch company specialized in continuous ion exchange and adsorption chromatography is looking for representatives, commercial agents, and distributors for their process equipment.

SUMMARY: A Dutch company is highly specialized in designing and construction of continuous ion exchange and adsorption chromatography systems. The company develops these innovative and flexible systems for a variety of biotechnological and chemical purpose (e.g. Pharma). The company is looking for representatives, commercial agents, and distributors for their process equipment, all over the world. A commercial agency agreement or a distribution services agreement is foreseen.

REFERENCE: BOTR20200223001

TITLE: A Turkish company specialized in manufacturing and design of lightning protection systems looks for distributors and commercial agents and offers manufacturing agreement.

SUMMARY: A leading Turkish company with almost seventy years of experience is specialized in manufacturing and design of lightning protection systems. Connectors and clamps, earthing rods and earthing components, interception masts and spires are among the product range of the company which offers supplier, distribution services, commercial agency and manufacturing agreement.

REFERENCE: BOUK20200304002

TITLE: UK company specialising in digital signage software seeks reseller and distribution partners.

SUMMARY: This UK based company specialises in developing Windows-based digital signage software to help businesses, education and organisations to promote their products and services on display screens and touchscreens. It has a good presence already in its local market and overseas and wants to expand further on an international level and in varied sectors. Its software is offered for distribution and for reseller partners.

REFERENCE: BOPL20200324003

TITLE: Polish manufacturer of regenerated automotive engines seeks distributors.

SUMMARY: A Polish company, cooperating with one of the largest Polish engine manufacturers, dealing in the repair, regeneration and sale of used car engines for brands such as Lublin, Gaz, Honker, Uaz, Aro.

The company is looking for distributors from the automotive sector operating in countries where cars of the above brands were used.

REFERENCE: BOIT20200304001

TITLE: Company specialized in additive manufacturing with customized raw material is looking for an outsourcing agreement.

SUMMARY: The Italian company operates on mission critical application and engineering activities. In particular, operating in the additive manufacturing, they developed a system to custom the raw materials used to create any objects. The company is looking for outsourcing agreements.

REFERENCE: BODE20200324001

TITLE: German company offers balcony system. Partners are sought for manufacturing and distribution agreements.

SUMMARY: A small German company developed a balcony construction system that allows to easily set up balconies at existing buildings. It is modular, flexible, based on aluminium and easy to install. The company is looking for partners to manufacture and to distribute the system.

REFERENCE: BOCZ20200320001

TITLE: A Czech metalworking company is offering cooperation under subcontracting/manufacturing agreement.

SUMMARY: A Czech company offers services of a complete metal processing. The company provides complete custom production from the creation of a technology to a complete product including surface treatment and transport service to the spot.

The envisaged cooperation would be under manufacturing agreement or subcontracting.

REFERENCE: BOHR20200323001

TITLE: A Croatian manufacturer of ship equipment, industrial cranes and machinery for internal transport is looking for partners under commercial agency, distribution services and manufacturing agreement.

SUMMARY: A Croatian company specialized in manufacturing a wide range of ship equipment, industrial cranes and machinery for internal transport is looking for commercial agency agreements, distribution services agreements, as well as manufacturing agreements.

REFERENCE: BRCN20200310001

TITLE: A Chinese company specialized in providing industrial robot system protection solutions is looking for meltblown fabric supplier in Europe.

SUMMARY: A high-tech Chinese company which is specialized in providing industrial robot system protection solutions is urgently looking for a European meltblown fabric supplier.

REFERENCE: BRDE20200305001

TITLE: A German metalworking company seeks a tool manufacturer for injection moulds under manufacturing agreement.

SUMMARY: A German metalworking company is looking for a tool manufacturer. The toolmaker should be able to produce complex injection moulds out of steel. The injection moulds will be used for further production processes. The German company produces components made of steel, stainless steel and aluminium. The portfolio ranges from small laser cutting parts to complex assemblies. Favoured is a long-term partnership via a manufacturing agreement with companies from Poland, Czechia or Lithuania.

REFERENCE: BRRU20200213004

TITLE: Russian manufacturer of pipe fittings is looking for suppliers of materials (steel, cast iron, plastic) for the production of products.

SUMMARY: The Russian company is creating a high-tech ball valve with a metal seal, designed to work in conditions of high thermal loads at nuclear power plants. The company is looking for reliable suppliers of various metal pipe fittings (nuts, covers, front elements, drive unit) for the manufacture of valves and for the conclusion of a supplier agreement.

REFERENCE: BRRU20200213005

TITLE: The Russian manufacturer of lathes is looking for reliable suppliers of various materials from metal essential for the production of lathes.

SUMMARY: The Russian company produces modernized universal screw-cutting lathes. The company is looking for reliable suppliers of various high-quality products (metal bolts, nuts, screws, threads, as well as bearings) used for the manufacture of screw-cutting lathes and for the conclusion mutually beneficial supplier agreement.

REFERENCE: BRRU20200213006

TITLE: Russian manufacturer of air-heating units is looking for suppliers of flame-retardant materials.

SUMMARY: A Russian company produces a universal air heating unit with catalytic combustion of fuel. The company is looking for new longer-term suppliers of metal products (nuts, ventilation grates, heat exchangers) that have high flame-retardant properties. The Russian company wants to conclude a long-term supply agreement with foreign partners.

REFERENCE: BRRU20200214002

TITLE: Russian manufacturer of welding consumables is looking for suppliers of aluminum, copper and silicon.

SUMMARY: A Russian company produces welding aluminum wires enriched in scandium for automatic welding modes. The company is looking for foreign suppliers of aluminum, scandium and copper alloys to conclude a supply agreement.

REFERENCE: BRRU20200214004

TITLE: Russian manufacturer of solenoid valves for the necessary oil technology is looking for suppliers of brass, copper, plastic and nylon.

SUMMARY: The Russian manufacturer produces electrovalves using simultaneous separate operation technology. These valves are widely used in the oil and gas industry. The company seeks

to establish long-term relationships with suppliers of brass, copper, nylon, plastic under a supply agreement.

REFERENCE: BRPL20200313001

TITLE: Polish company seeks for producers or suppliers of wood wool production machines to work under supplier agreement.

SUMMARY: Polish SME from Lower Silesia region, operating in the agricultural sector seeks producers of wood wool machines. The company is interested in cooperation under supplier agreement.

REFERENCE: BRFR20200304001

TITLE: French commercial agency for HORECA products seeks new suppliers within exclusive commercial agency agreements.

SUMMARY: 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.

REFERENCE: BRDE20200218001

TITLE: German company specialized in metal processing is looking for subcontractors.

SUMMARY: German company, specialized in metal processing by computer numerical control (CNC), produces, assembles and tests high quality precision parts. The company is looking for subcontractors from the automotive industry in all European countries.

OTHER INDUSTRIAL TECHNOLOGIES

REFERENCE: BOSK20200210001

TITLE: The Slovak company specializing in the import of fashion accessories, textile fabrics and ecological materials from India is looking for international partners for distribution services or manufacturing agreement within the EU.

SUMMARY: The Slovak company specializes in the import and sale of products and materials made in India with regard to fashion trend, production process and practical use with emphasis on high quality level. The company is striving to expand the interest in this range from India through international cooperation within the EU countries mainly Austria, Hungary, Romania, Germany, Switzerland, Spain, Czechia, Italy, through the distribution services or manufacturing agreement.

REFERENCE: BOTR20200210001

TITLE: Turkish furniture manufacturer offers kitchen and bathroom furniture and accessories through distribution services agreement and subcontracting as well as manufacturing agreement under private label.

SUMMARY: Turkish high technology furniture manufacturer is willing to supply kitchen and bathroom storage, cabinets, vanities and accessories for home furniture manufacturers, retailers and wholesalers, real estate developers and private clients. The enterprise is looking for trade partners worldwide to cooperate under distribution services agreement. They are also ready to act as a subcontractor and/or to render manufacturing services for private label production accord with partners' needs.

REFERENCE: BOUK20191023001

TITLE: A British baby and toddler shoe brand is looking for partnerships upon distribution services agreement.

SUMMARY: A UK SME, brand of quality and chemical free leather shoes for babies and toddlers is looking for stockists and distributors under distribution services agreement. All shoes are made of quality and soft leather and suede allowing comfort and skin breath-ability.

REFERENCE: BOPL20200207004

TITLE: A Polish experienced manufacturer of high quality modern furniture for offices, conference and management rooms, open space and personal storage is looking for distributors and agents.

SUMMARY: The Polish company specializes in the production of furniture and soundproofing screens in laminated chipboard and natural veneer for the activity based offices, open-space,

conference rooms, reception and personal storage. The company also has the capacity and competence to deliver individual orders: furniture for reception, hospitals and banks. The company would like to initiate cooperation under distribution services agreement or commercial agency agreement.

REFERENCE: BORO20200212001

TITLE: Romanian company offering integrated 3D printing is searching for partners in the framework of a manufacturing or outsourcing agreement.

SUMMARY: The company is located in the western part of Romania, and offers complete and high-end 3D printing services – from modelling, prototyping, small level production and white-label drop shipping using very modern infrastructure and a vast array of local subcontractors. A long term cooperation is offered in the framework of a manufacturing or outsourcing agreement.

REFERENCE: BOUK20200304003

TITLE: UK manufacturer of high-quality tuning forks for a number of sectors seeks distributors throughout the world.

SUMMARY: This UK manufacturer of a range of tuning forks for a number of industries is looking to develop its international market presence in what is a burgeoning market.

Products are made from steel or aluminium and are designed for use in medical, healing therapy, industrial, scientific and music sectors. All forks are guaranteed for their tuning accuracy.

The company is currently looking to expand sales overseas and now seeks a number of experienced distributors worldwide.

REFERENCE: BRRO20200219001

TITLE: Romanian company selling household and kitchen accessories made of stainless steel, copper and brass is looking for suppliers in the EU and beyond, based on commercial agency and distribution services agreements.

SUMMARY: Romanian company experienced in distribution activities is seeking to increase its portfolio of products, by importing new models of products, mainly household and kitchen accessories made of stainless steel, copper and brass, based on commercial agency and distribution services agreements. Also, accessories and devices used in the preparation and storage of wine, distillation and storage of natural alcohols and essential floral oils are of major interest.

REFERENCE: BRNL20200116001

TITLE: Dutch company is looking for a manufacturer for textile/canvas bike covers.

SUMMARY: The Dutch company is experienced in the development of products where canvas, foil and technical textiles are involved.

The company developed a new bike cover and is looking for a company abroad for the manufacturing of this product.

Cooperation will be based on a manufacturing agreement.

REFERENCE: BRDE20200220001

TITLE: A German distributor for electronics manufacturing equipment seeks additional suppliers under distribution service agreements.

SUMMARY: A German distributor with more than 20 years market experience is looking for additional products to add to its portfolio under distribution services agreements. The distributor's current focus is on electronics manufacturing industry, other industries are also possible.

REFERENCE: BOSK20200311001

TITLE: Provider of solutions and services in the field of digital product design and digital process simulations in production seeks partners under outsourcing agreement.

SUMMARY: An established Slovak company is a supplier of software solutions and Siemens PLM (product lifecycle management) software. Besides selling software licences, this company provides support for the implementation and integration of existing solutions and services for optimisation of processes in product design and manufacturing. They are looking for partners to cooperate via outsourcing agreement.

REFERENCE: BOFR20191217001

TITLE: A French company specialized in autoclaves for various industries looks for distributors, commercial agents and offers manufacturing agreements.

SUMMARY: The French company is specialized in manufacturing and repair all kind of autoclaves for various industries, especially for composites industry in aeronautics, space and sports cars fields. The company has the capacity to manufacture or to repair heavy and light maintenance and for retrofit of a complete equipment. The company looks for distributors and commercial agents and offers manufacturing agreements.

REFERENCE: BODE20200306001

TITLE: A German textile company offers manufacturing capacity of weaving, finishing and laser treatment for woven heavy fabrics under subcontracting agreements.

SUMMARY: A German textile company specialized in manufacturing of commercial carpets with different finishing options and applications for walls and floors is offering its capacities of weaving, finishing and laser treatment for woven heavy fabrics. The company is seeking partners from the textile industry, preferably from the technical textile sector. The collaboration is envisaged under subcontracting agreements.

REFERENCE: BORO20200326001

TITLE: Romanian manufacturer of furniture textile seeks international business partners under distribution agreements.

SUMMARY: A Romanian company is seeking to develop sales on international markets by finding business partners interested in distributing its products under distribution agreements. The company is offering a wide range of fabrics materials made of cotton, linen, hemp, polyester, acrylic, leather with different effect yarns being characterized by the multitude of colors.

REFERENCE: BORO20200304001

TITLE: Romanian company seeks partners/companies willing to act as a distributor of its biodegradable detergents and complementary products on international markets.

SUMMARY: A Romanian based company is looking to establish distribution service agreements and develop sales on international markets. The company produces different types of multi – surface biodegradable detergents, solvents, antifreeze agents for boilers/solar panels.

REFERENCE: BRFR20200304001

TITLE: French commercial agency for HORECA products seeks new suppliers within exclusive commercial agency agreements.

SUMMARY: 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.

PROTECTING MAN AND ENVIRONMENT

REFERENCE: BOPT20200206001

TITLE: Natural product for application in sustainable agriculture and/or wastewater treatment. Portuguese company is looking for distributors. License agreement may also be considered.

SUMMARY: Portuguese company specialized in the application of safe and multi-functional porous material made by foaming recycled glass provides sustainable solutions within a circular economy. The SME is seeking distribution agreements with distributors that have contacts with farmers, farmer's associations and/or wastewater treatment companies willing to adopt a worldwide proven product to improve soil/substrate conditions in sustainable agriculture practices. License agreement may also be considered.

REFERENCE: BOFR20200224001

TITLE: French SME is looking for distributors for its innovative outdoor firefighting device

SUMMARY: The French SME based in the south of France has developed a semi-automated outdoor firefighting system. The fixed device aims to protect buildings and areas exposed to fire risks, near forests. The patented technology allowed the company to sell its first devices in France to protect large infrastructure such as highways and industrial parks. The company aims to expand to other EU countries with local partners to distribute and integrate the device.

REFERENCE: BRPT20191023001

TITLE: Portuguese company seeks new products in energy, water and organic waste reduction for distribution services agreement.

SUMMARY: A Portuguese SME with more than 9 years' experience in technical analysis and implementation of energy efficiency projects, water consumption and organic waste elimination solutions is looking for new innovative products to add to its offering portfolio. The company seeks private companies to establish a distribution services agreement.

REFERENCE: BRIL20191226001

TITLE: An Israeli representation company, specialized in management / integration of projects in energy, transportation, tunneling, infrastructure and underground, is looking for commercial agency agreement.

SUMMARY: An Israeli company, greatly experienced in project management, coordination and integration in the energy, transportation, tunneling, infrastructure and underground fields, is seeking foreign partners in need of local representative in these fields. The expected partnership intends to assist a foreign colleague/specialist in local tenders competition / participation and enable both parties to get experience, knowledge, advanced approaches. The company is looking for commercial agency agreement.

REFERENCE: BORU20200220001

TITLE: Russian manufacturer of modular fire extinguishing systems is looking for new distributors.

SUMMARY: The Russian company produces modular fire extinguishing systems designed to protect garages, parking lots, shopping centers, offices, museums, etc. The company is looking for reliable partners for long-term relationships and to conclude a distribution services agreement.

REFERENCE: BORU20200225003

TITLE: Russian manufacturer of a radio information transmission system is looking for distributors.

SUMMARY: A Russian company manufactures equipment for a radio-channel system for transmitting notifications of penetration and fire, which can be used in residential premises. The company is looking for reliable partners for mutually beneficial relations, as well as for concluding a distribution services agreement.

REFERENCE: BORU20200229004

TITLE: A Russian manufacturer of heat-expanding fire-resistant gaskets is looking for distributors.

SUMMARY: The Russian company produces heat-expanding fire-resistant rubber seals. The company produces seal sealants that come in various colors and are intended for use in the installation of glass, in construction, and are also widely used in fire safety. The company is looking for reliable partners from various industries (construction, fire, rubber, etc.) for long-term cooperation and for the conclusion of a distribution services agreement.

REFERENCE: BOGR20200323001

TITLE: Leading Greek IT company offers free access to global food safety platform to ensure safe food for all during challenging times.

SUMMARY: A leading Greek IT company, working for food safety intelligence, offers for free a platform that minimizes the food safety risks in the supply chain. The platform supports the food industry to quickly respond to major health crises like the Covid-19. The company aims to support the food industry experts to navigate through supply chain challenges, as well as helping the production and distribution of safe food on a global basis. Food experts and producers are sought for licence agreement.

REFERENCE: BOSI20200122001

TITLE: Slovenian manufacturer of handheld instrument for measuring gamma-ray radiation seeks distributors.

SUMMARY: A Slovenian manufacturer of innovative gamma-ray instruments is looking for a well-established distributor. Partners with an established network and sales channels in the radiation detector market are sought.

REFERENCE: BOHU20200213001

TITLE: Outsourcing agreement offered in labor protection, fire protection, health and safety services in South West Hungary.

SUMMARY: The Hungarian company's main profile is occupational health and safety, and fire protection service consulting. Within and beyond these activities, the company offers a wide range of services to foreign would-be clients who would like to settle in South West Hungary, Baranya county, especially Pécs city. An outsourcing type of cooperation is envisaged.

REFERENCE: BORO20200304001

TITLE: Romanian company seeks partners/companies willing to act as a distributor of its biodegradable detergents and complementary products on international markets.

SUMMARY: A Romanian based company is looking to establish distribution service agreements and develop sales on international markets. The company produces different types of multi – surface biodegradable detergents, solvents, antifreeze agents for boilers/solar panels.

REFERENCE: BRIE20200107001

TITLE: Irish public authority request for supplier and/or manufacturer agreements for a broad range of sustainable work wear and tools.

SUMMARY: An Irish public authority wants to explore the European market to purchase innovative and sustainable solutions for workwear products. Specifically, it is seeking manufacturers and/or suppliers which can supply a more sustainable solution to its current range of Personal Protective Equipment (PPE)workwear. The sustainable products should satisfy requirements on technical properties and wear ability for the end user. They should also incorporate end of life use, reuse and recycling into design.