



## « IKT: Von Europa nach Trier – von Trier nach Europa »

### **Kooperations-** und **Technologie**gesuche und –angebote August 2016

Im Auftrag der Europäischen Kommission unterstützt unser Netzwerk „Enterprise Europe Network“ kleine und mittlere Unternehmen, Hochschulen und Forschungseinrichtungen kostenfrei bei der grenzüberschreitenden Verbreitung von und der Suche nach innovativen Technologien.

Die auf den **Seiten 4-13** zusammengestellte Auswahl aus unserer **Kooperationsbörse** aus dem EU-Ausland stellt nur einen kleinen Ausschnitt aus unserer Kooperationsdatenbank dar und enthält Geschäftspartnerwünsche wie etwa die Suche nach Lieferanten, Produzenten, Franchisegebern u.a. **Ab Seite 14** finden Sie wie gewohnt eine kleine Auswahl an Einträgen in der **Technologiebörse**.

Der Newsletter enthält Einträge zu folgenden Schwerpunkten:

Informationsverarbeitung, Informationssysteme, Workflow Management

IT und Telematik-Anwendungen

Multimedia

Telekommunikation, Networking

Bei Interesse an einem oder mehreren Profilen senden wir Ihnen anhand der Referenznummer des jeweiligen Profils gerne eine ausführlichere Beschreibung und stellen auf Wunsch den Kontakt zum Anbieter her.

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## **- Veranstaltungen/Kooperationsbörsen/Sonstiges -**

Dear EEN ICT partners,

**From 17-21 August 2016** the centre of gravity for **professional and individual gamers is in Cologne**: The gamescom fair - the world's largest trade exhibition and event highlight!

Games companies will present their latest products and releases, but they will also be looking for future projects and cooperation partners.

<https://www.b2match.eu/gamesmatch2016>

Just like in the editions from 2013-2015, „gamesmatch@gamescom“ will offer professionals a unique and efficient way to speed up their business meetings at gamescom: Are you interested in gaining access to new markets, up-scaling your technological base, marketing and other related topics?

We cordially invite you to participate in pre-arranged 20 minute B2B-meetings in one location. You simply need to register, present yourself, your company, your technology online and select partners of interest to you in advance of the event.

Why participate?

- Expand your professional network
- Meet players offering complementary services & products
- Hear the latest news about the games industry
- Become part of pioneering trends and projects
- Establish cross-border contacts for long-term partnerships
- Present, discuss & develop projects at international level

**„Das rechtliche 1x1 für AGB, Liefer- und Vertriebsverträge im Auslandsgeschäft“, 20. September 2016, 9.30 Uhr – ca. 17.30 Uhr**

Insbesondere Mittelständler wagen aus Gründen der Kosten- und Risikominimierung oftmals den Schritt auf Auslandsmärkte zunächst über einen Vertriebspartner im Zielmarkt. Hierfür kommt die Zusammenarbeit mit einem Händler, einem Handelsvertreter oder auch einem Außendienstmitarbeiter in Frage. Die Unkenntnis der vertragswesentlichen Eckpunkte für internationale Vertriebskooperationen kann jedoch schnell zu umsatzmindernden Missverständnissen und spätestens bei der Vertragsbeendigung zu kostspieligen Konsequenzen führen. Denn die rechtlichen Rahmenbedingungen und vertraglichen Gestaltungsoptionen für die Zusammenarbeit mit Händlern und Handelsvertretern variieren je nach Form der Vertriebspartnerschaft sowie in Anlehnung an die Zielregion. Hinzu kommen beim Vertrieb über Händler vermehrt kartellrechtliche Anforderungen zum Tragen, die bei Nichtbeachtung strikt geahndet werden. Und auch für die Gestaltung der

Regelungsinhalte von Lieferverträgen sowie die Verwendung von AGB gelten im weltweiten Vertrieb besondere Regeln.

Die Veranstaltung gibt einen umfassenden und praxisnahen Überblick über die rechtlichen Grundlagen, die Exporteure beim Auslandsvertrieb kennen sollten. Die Teilnehmer lernen die wesentlichen vertraglichen Regelungsinhalte und Gestaltungsoptionen für AGB, Liefer- und Vertriebsverträge im Auslandsgeschäft kennen. Zudem werden kartellrechtliche Auflagen und landesspezifische Besonderheiten für den Vertrieb in Lateinamerika und der arabischen Welt beleuchtet. Die Teilnehmer erhalten umfangreiche Seminarunterlagen inkl. Musterverträgen.

Teilnehmerentgelt: 215 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier, 307

Ansprechpartner: Christina Grewe, Tel.: 0651/ 97567-11, E-Mail: [grewe@eic-trier.de](mailto:grewe@eic-trier.de)

**„Betriebs- & Gebrauchsanleitungen rechtskonform und nutzerfreundlich gestalten“,  
22. September 2016, 09.30 Uhr – 17.00 Uhr**

Hochwertige Produkte verdienen hochwertige Anleitungen. Hart umkämpfte Märkte bei Verbraucherprodukten, Trends zu immer komplexeren und damit besonders erklärungsbedürftigen Investitionsgütern sowie neue EU-Richtlinien unterstreichen den zunehmenden Bedarf an verständlichen Gebrauchsanleitungen und anwenderfreundlichen Bedienungsanleitungen. Unverzichtbares Regelwerk ist die Dokumentationsnorm „Erstellen von Gebrauchsanleitungen“ (DIN EN 82079-1) mit Grundlagen zur Erstellung, Gliederung und Darstellung einer Anleitung im Rahmen der CE-Kennzeichnung.

Die Teilnehmer erhalten einen fundierten und praxisnahen Überblick zu grundlegenden rechtlichen und normativen Anforderungen an die Betriebsanleitung. In punkto Sicherheit lernen die Teilnehmer auch die Prozesse zwischen Risikobeurteilung und sachgerechten Sicherheits- und Warnhinweisen kennen, wie es die DIN EN 82097-1, die DIN EN ISO 12100 sowie die amerikanische ANSI Z535.6 vorgeben. Es wird gezeigt, wie Betriebs- und Bedienungsanleitungen für Investitionsgüter und Verbraucherprodukte rechtskonform strukturiert, leserfreundlich und Übersetzungsgerecht mit geeigneter Software aufbereitet werden können.

Teilnehmerentgelt: 245 € zzgl. MwSt.

Veranstaltungsort: IHK Trier

Ansprechpartner: Matthias Fuchs, Tel.: 0651/ 97567-20, E-Mail: [fuchs@eic-trier.de](mailto:fuchs@eic-trier.de)

## Kooperationsgesuche international (Auswahl!)

### Kooperationsgesuch

**Country:** Portugal

**Reference:** BOPT20160321001

**Summary:** A Portuguese company has developed a knowledge-based platform for risk management in international projects. The solution extracts and semantically links information contents from different information systems across and outside an organization to provide users with a wealth of meaningful information, thus improving risk estimation and decision-making in projects with international dimension. The solution may be licensed to companies providing internationalization consultancy services.

**Details:** Since knowledge has become the cornerstone of every business, knowledge management throughout project life cycle is a challenge project-oriented organizations must be up to. Indeed, even though projects are unique, project-oriented organizations are not supposed to reinvent the wheel every time they embark on a new project.

Through efficient knowledge management, project-oriented organizations can retain learning lessons to feed into future projects and make project management more efficient as well. The latest developments in technology have made this management easier, but, on the other hand, have made companies plunge into a sea of unintelligible and possibly incomplete data.

This Portuguese software house has developed a knowledge-based platform for risk management of projects - in particular, of projects with international dimension - thus becoming a useful tool not only for organizations providing consultancy services on internationalization but also for companies planning and running several complex projects in many and very distinct sites overseas.

Embedding state-of-the-art data extraction and enrichment technologies and linked open data principles, the developed solution has been built upon a network information model which allows users to ask simple questions to assess the risk dimension of an international project by gaining access to a wealth of intelligible and added-value information, extracted and meaningfully integrated from multiple and heterogeneous sources, including the company's own information systems but also the web and open data sources.

The developed solution goes beyond other knowledge-based systems - it takes advantage of representation rather than of data processing techniques to transform the knowledge generated throughout a full project life cycle data (and semantically combined with other internal and external data) into new problem-solving knowledge.

Developed under a regional R&D programme, the solution has been successfully tested and first implemented in a large Portuguese engineering group with strong international presence and a dedicated Risk and Project Management Department. It has been receiving very positive market feedback since then.

The company is interested in licensing the solution to different partners from intermediary organizations to end-users:

- Intermediary organizations, namely, organizations providing consultancy or advisory services on internationalization.

- End-users, i.e., organizations lacking a data-driven solution to plan and manage several complex projects with strong international dimension.

In both cases, the Portuguese company is fully available to cooperate in the identification of the best strategies to implement the developed solution in the end customer.

The solution accommodates different business models.

## Kooperationsgesuch

**Country:** Spain

**Reference:** BRES20160713001

**Summary:** A Spanish agent experienced in Business to Business (B2B) software solutions is looking to enhance their product portfolio with innovative software and other digital products from start-ups and scale-ups. The agency works with B2B products for several industries and is interested in a distribution services agreement to become the Spanish representative for their clients, taking responsibility of sale-related activities.

**Details:** A Spanish agent with over 15 years of experience representing B2B software solutions (including SaaS) from several industries is looking for already tested innovative digital products from start-ups and scale-ups.

The agency is specialized on digital B2B startups and/or scale-ups with innovative solutions already successful at their home market and ready to expand internationally.

Based out of Barcelona, the agency has specialized in supporting businesses from the UK, The Benelux and the Nordic countries but they are open to analyze innovative solutions from other countries interested in a distribution services agreement.

The agency is experienced selling to large multinationals from several industries such as retail, hospitality, entertainment, human resources, safety & security, insurance, etc. and representing with from different backgrounds

The agency is looking to establish long term relationships with partners and become the client's representative in Spain, taking responsibility of all sale-related activities including sales & client acquisition, implementation, customer service and business development and introducing the solution to local and international companies.

## Kooperationsgesuch

**Country:** Armenia

**Reference:** BOAM20160222001

**Summary:** This Armenian IT company offers to its potential partners the following services: computer programming, consultancy and information technology monitoring, analytical and web popularity services. The company offers subcontracting services and is also open for outsourcing agreement.

**Details:** The Armenian IT company was established in 2005. In particular, the company is specialized in computer programming, consultancy and IT monitoring, analytical and web popularity services. The company aims at making a significantly positive contribution to every client, partner and the information technology society worldwide. The company has a result-oriented team, who are constantly improving their skills in order to meet tomorrow's challenges. The company's team consists of experts in developing enterprise level applications, such as business logic support and process automation, content and asset management, business intelligence, as well as big data processing, visualization and reporting applications. Following all latest trends in the web, this company has built expertise in information technologies sphere with a strong background in business and consumer applications in the cloud. The company has implemented a line of successful projects using state of the art cloud technologies. The team of this company is proficient in internetworking operating system and android platforms. Now this company is working with local and also foreign companies. In particular, the company has developed different computer programs for clients from North and South America, as well as from Europe. This is a very prospective company, which is developing gradually. The company offers its subcontracting services to companies, which might be interested in different computer program solutions. The company also is looking for outsourcing agreement.

## Kooperationsgesuch

**Country:** Lithuania

**Reference:** BOLT20160602001

**Summary:** The Lithuanian software company was established in 1993 and now is among 3 major software providers in Lithuania for logistics area. The company is searching for the companies from transport and logistics industry to develop new products. The partnership should be based on services agreement or subcontracting.

**Details:** The company is actively working in Lithuanian, Latvian, Polish and Belarus markets. Some of the products in the portfolio have nearly 100% of Lithuanian market share.

Main product portfolio covers:

- transport and logistics management solution (TMS),
- customs' legal documents builder including tax calculation,
- customs' warehouse management solution
- other solutions for transport and customs' operations.

Technologies - .NET, PHP, HTML5. Software portfolio contains tools with exceptional rich functionality. Since the software focuses on logistics management functionality, the company developed very strong integration with other 3rd party software for accounting, GPS trace and tracking, cargo and transport web exchange platforms, analytical tools, etc.

Projects are executed and managed using PRINCE2 and AGILE methodologies (in combination or by clients' choice). The company possesses PRINCE2 and ITIL certificates.

40% of staff are developers, 40% of staff works in implementation and support area, 20% of staff works in sales area.

The partnership should be on service agreement or subcontracting basis for activities such as IT projects in logistics, development and implementation of common integrated solutions of wide functionality.

## Kooperationsgesuch

**Country:** Poland

**Reference:** BOPL20160225001

**Summary:** An experienced Polish IT company specialised in delivering business software to streamline processes and communication within client's company, addressed to different markets and sectors, is looking for distributors/representatives and is offering its services abroad. The company is offering its products and competences in this domain and is looking for partners within distribution services agreement, commercial agency agreement and services agreement.

### Details:

The Polish company was established in 2009. Its mission is to convert in-depth business analysis into industry specific software solutions that enhance communication and improve efficiency while being user-friendly and secure.

This company uses the latest technologies and creates cutting edge solutions.

The IT platforms, the company creates and implements are dedicated for :

a/commercial real estate management to perform technical inspections in the building, generate reports & inspection protocols. The company offers modules like reporting, meters usages analysis, planned & preventive maintenance, virtual data room, invoices & finances, tenants portal and many others,

b/visitors management to improve the security at the building (one click evacuation reports) and the way of managing the visitors branded and personalized invitations to the guests, pre booking module,

c/ promoting sustainability initiatives in the companies to save the time and money spent for the transport to work. It's a closed platform, dedicated to specified company/office building. The users can plan their route, invite other co-workers to the platform, invite them to common ride. It offers its solutions to end-clients and cooperates with business partners across the world (Japan, Saudi Arabia). Their successful implementations cover Canada, Spain, Portugal, Russia and others.

Their main customers are the top players in Commercial Real Estate (CRE) industry who have trusted them and recognized them as one of the best. The case studies and references are available on request.

With over 5 years of experience in this sector and with team of about 40 professional IT specialists, the company is able to supply even more complex and modern business software solutions for demanding clients.

Cooperation offered:

- a commercial agency agreement for an agent/representative to represent the business software to streamline processes and communication within client's company in other EU countries,
- a distribution services agreement for a distributor to buy and sell this above mentioned products in local market from Polish company,
- a services agreement to provide a specialized software-related services according to requests of the client, address to different markets and sectors. Other types of partnerships are taken into account.

All its platforms are designed and deployed by its company. They're cloud based and secure (ISO 27001 certificate).

## Kooperationsgesuch

**Country:** Slovakia

**Reference:** BRSK20160602001

**Summary:** A Slovak company operating e-shop in several countries offering consumer electronics looks for wholesalers of smartphones, PCs and components, notebooks, TVs, game decks, audio and video in UK to reach commercial agency agreement in order to supply company 's e-shop with electronics for UK market.

**Details:** A Slovak company operates its e-shops supplying consumer electronics such as smartphones, PCs and components, notebooks, TVs, game consoles, audio and video to a number of regions including Czech Republic, France, Hungary, Poland, Slovakia and Spain.

They are in the process of opening a new e-shop for the United Kingdom (UK) market and are looking for suppliers (wholesalers, manufacturers) of electronics, able to supply products with UK plugs fitted to the generally required safety standards. They are particularly interested in suppliers of smartphones, PCs and components, notebooks, TVs, game consoles, audio and video.

As the plugs used in UK market differ from the ones in Slovakia, Czech, Hungary, etc. where the company already operates, they would like to have the suppliers of the mentioned electronics directly in UK. It does not mean that electronics should be produced in UK, though. The company looks for variety of trade marks.

The company sells via their e-shop directly to the end users. The company would like to conclude the commercial agreement.

## Kooperationsgesuch

**Country:** Portugal

**Reference:** BOPT20151201001

**Summary:** This Portuguese company of software development, is a digital content and technology provider specialized in corporate governance and decision-making ecosystems. The company has designed and delivers a governance application. This app is an enterprise solution for hierarchical decision making workflows, modernizing the board of directors experience and supporting the decision-making process. Company is seeking commercial agency, license or distribution service agreement.

**Details:** The Portuguese company has a large experience of relationship with clients. With a long term sustainable team is actively working with boards and hierarchies on a daily basis. Its main customers are from both public and private sectors: city councils, government agencies, hospitals, universities, port authorities, financial and banking, insurance, among others.

The company has developed an enterprise software product that supports hierarchical decision-making processes and board/committee/council meetings, allowing improved agility in the decision-making process, while eliminating the physical paper clutter and the logistics, time and resource consumption.

The product is an app user friendly and intuitive, carefully crafted and evolving for more than a decade. It actively contributes to freeing financial and human resources that could be put to better use, while covering all aspects of the decision-making processes in organizations and conglomerates.

The app out-of-box integrates natively with Skype for Business and Outlook.

Since it is made available to users as a web site, there's no footprint on the devices and it can be accessed from any modern browser on computers, laptops, tablets and mobiles.

The product provides a full management solution including:

1. Modernizing the collaboration and workplace of the relevant stakeholders in the hierarchies, reducing costs while freeing time to more relevant and value adding tasks:
  - employees involved in hierarchical processes;
  - business decision makers;
  - board members and top leadership team.
2. Speeding processes with faster decision-making and easier to keep-up with compliance;
3. Accessing just-in-time information;
4. Delivering transparency to the leadership on what's «going on» in the organization and what's being decided in the different hierarchies;
5. Enabling agile processes with powerful collaboration and team work;
6. Supporting multi-board/multi-hierarchies and multi-organization scenarios like corporate conglomerates;
7. Providing hierarchical relationships between multi-board/multi-organization scenarios;
8. Applying game mechanics to stimulate self-help and desired employee behaviors for increased business productivity;
9. Supporting multiple role scenarios for each individual;
10. Auditable to an extreme granular level;
11. Convenient processes implementation by configuring conditional rules without requiring coding.

Some features contained in the app:

1. Proposal authoring and collaboration features
2. Workflow processes
3. Gamification features
4. Board management base features
5. Board meeting management features
6. Voting, deliberation and decision processes while in board meeting

The company is now seeking a number of experienced commercial/distribution partners who will actively seek out market opportunities for these award winning and innovative governance app.

The governance app will be supplied to the client by the partner under licence from the company. A commercial agency, distribution or license agreement is envisaged to expand the market and have a representation in foreign markets.

## Kooperationsgesuch

**Country:** Italy

**Reference:** BOIT20160404001

**Summary:** An Italian start-up has developed a demo version of an innovative app for the easy and quickly odds-jobs demand/supply matching and for the subsequent management of the bureaucratic and legal requirements of the employment relationship. The start-up is looking for financial support in order to develop the app and to enter the market - financial agreement. The app development and its marketing can also be achieved under a joint venture agreement.

**Details:** An Italian start-up plans to develop an innovative app for the employment market. Currently, the company has developed a demo version of the app. The app designed by the Italian company enables you to search and offer odd-jobs (like garden works or baby-sitting) in an intuitive and fast way. The user enters a profile and, after the login to access the app, he can offer a job and can search for the jobs available in a specific area. In fact, this app is equipped with a geolocation system and the job offers are displayed on a map. Moreover, this app foresees a notification system that delivers in real time messages about the jobs offers/demand. The user, when the job performance is completed, evaluates the job performance itself. All administrative and legal requirements related to the job performance (contract, payment, insurance etc ..) are managed by the start-up. The start up plans to access the market in 14 months. Currently the start up has developed a prototype version of the app and it has tested the app. Furthermore, a website presenting the project is online.

The company is looking for international partners to reach a financial or a joint venture agreement. The aim of partnership is to complete the development of the app and implement its marketing.

In order to achieve this goal the start up has planned the following stages.

Stage one:

this stage foresees the test of the beta version in a local scale. The company aims to test the app in a city with high student population, thus of potential odd-job providers, and a heightened demand for garden works and babysitting. After the test, the company intends to complete the Android app development and to perform the development of an iOS app version. The stage one also includes the design of web marketing activities.

Stage two:

this stage includes the implementation of the web marketing activities and extension of the service to other categories of workers in addition to babysitting and gardeners.

Stage three:

this stage foresees the extension of the service on the entire Italian territory and design of a TTM (time to market) for other European nations.

## Kooperationsgesuch

**Country:** Turkey

**Reference:** BOTR20160330001

**Summary:** A company, which was founded in Bursa, Turkey in 1999, provides management consultation and develops software on quality, effectiveness management and management systems. With the experience of a number of management system experts, the company developed special software to prevent problems arising from the management system applications and sustainability. The company wants to sell management systems software under a distribution agreement.

**Details:** The Turkish company founded in 1999 in Bursa to provide consultancy on the quality and productivity of management. The company is Bursa centred and has its representatives in Kocaeli, Gaziantep, Istanbul and Izmir. The company started its activities in 2011 in the ULUTEK Technology Development Area to produce added value solutions for its customers through using its experience on quality and productivity of management and management systems.

In the applications and maintenance of the management systems, there are significant problems and lost. The company developed software with the experience of a number of management system experts to minimize these problems. The software is being used effectively and prepared to build the management systems in the organisations, its applications and maintenance.

The characteristics of the software are as follows:

- The software is modular (management of the documents, management of the environment, management of the process, management of the enhancement management meeting)
- The software is web based.
- Compatible with the mobile equipment. The software can be used with tablet, smart phones.
- The software is specialised according to the customer's needs.

The company is looking for partners under the distribution agreement to present the software, which the company has developed and using it efficiently, to the markets particularly in the Europe and the world markets.

The company produces information and solutions to its customers through using all of the tools regarding science, management and informatics effectively. The company has been a consultancy to a number of international distinguished brands on the quality, productivity management and management systems since 2013 and have had considerable experience on these areas. When we compared the management system developed by the company with its rivals, the software is easier to understand, easy to use and the system is lean.

The advantages of the developed software are as follows:

- An effective document management
- Using aims and process management effectively
- Management of improvement activities
- Effective customer complaint management (compatible with ISO 10002 conditions)
- Unsuitable product management
- Meeting management
- Management of the system
- Effective training management
- Occupational health and safety management (compatible with OHSAS 18001 conditions)
- Environment management

## Kooperationsgesuch

**Country:** Spain

**Reference:** BOES20160425001

**Summary:** A company from Spain specialised in the development of virtual 3D recreations and animations, wish to grow in the European single market. It employs equipment and cutting-edge software applications for the development of virtual 3D recreations, and carries out the whole production process. The company offers services and subcontracting agreements.

**Details:** A Young Spanish company specialised in the development of audiovisual projects offers its experience and know-how in virtual 3D recreations. Although it is a young company in the market, the workers and managers have extensive professional background and experience in film and video productions. In fact, they have been awarded with several national and

international prizes among which the first international prize Sicarm on digital animation.

Applications of 3D virtual recreations are diverse, both in the field of industrial activities and in the field of service activities (e.g. artistic activities, recreation and entertainment). These applications include:

- Visualization of Industrial and technical processes,
- Product demonstration (performance, advantages, qualities, etc.),
- Animated info architecture of shopping centres, factories, etc.
- Hyper realistic 3D modelling (products, etc.)
- Computer graphics, diagrams, renderings, etc.

The company carries out the whole production process of the virtual 3D recreations, from technical script to delivery of the products in different playback formats. 3D models are usually made based on drawings from AutoCAD, although it can be made using simple pictures.

The company wish to grow in the European single market and it is offering services and subcontracting agreements. Both types of agreements are considered by the management to be the most suitable to reach this goal. In the first type of agreement (services) the company expects to develop cooperation in terms of a traditional client-supplier relationship. In the second type of agreements (subcontracting), the company expects the partner (the leader of a project) will ask it to develop the audiovisual production(s) that is/are necessary -or even mandatory- in a large number of projects, regardless of their nature or scope.

## Kooperationsgesuch

**Country:** Turkey

**Reference:** BRTR20160420001

**Summary:** A Turkish company specialized in Saas (Software as a service) solutions that is also a Qlik Certified Partner would like to expand their portfolio. For that reason, the company is looking for IT firms who are searching for an agent in Turkey.

**Details:** The Turkish company was established in 2015 and works in the SaaS (Software as a Service) sector.

The company is providing customer services under two main topics "Business Intelligence" and "Business Analysis".

The sought company should combine their products with the products of the Turkish company. One of the product is an application that allows to easily load and analyze all the CRM (Customer Relationship Management) information directly from an internet account. It also enables IT professionals to analyze IT specific data such as help desk tickets, server performance and asset management. This procedure helps the company to make smarter business decisions.

Another offered product is a TMS (Task Management System), which is designed to perfectly coordinate individuals or teams.

The Turkish company build up their main work on Business Intelligence/ Analysis and see need in the industrial market especially in furniture and textile industries. They would like to expand their portfolio in this mentioned fields and have already contacts. The company is looking for IT firms who are searching for an agent in Turkey.

**Country:** Spain

**Reference:** TOES20150410001

**Summary:** Spanish ICT company, has developed a technology to allow an electronic display or screen (such as LCD, LED, plasma or projector) to become an interactive digital signage solution. It can be used for in-window installations to communicate with target audiences and transform window-shopping into an interactive experience. The company is looking for commercial agreements under technical assistance.

**Details:** One of the main goals of any shop or store is to attract possible customers setting up an original showcase that gives an overview of its products. Because of that, the technology developed by the Spanish company addresses further interaction with potential customers. This solution works establishing a two-way interaction between a display or screen located in a store showcase and a potential customer using a smartphone.

Potential customers near the digital display can scan the QR code displayed in screen or typing the URL in the browser linking the mobile phone with the interactive showcase. While connected, the content being displayed on the showcase is remote controlled using gestures on the touch screen of the user device.

Thus the user can:

- Browse through the offers and products being displayed.
- Send information such as filtering preferences or even provide contact information, such as detailed descriptions, offers, or characteristics, related to the selected products.

Key features are the following:

-Information in their own language: When people with smartphones link to a digital display, the preferred language of the phone is detected and, if available, the content on the digital display automatically switches to this preferred language.

-Analytics: It allows to find out how many people are interested in the products. Measuring the engagement level helps to make shop-window more successful.

-Two-way interaction: The content of the digital display is controlled using touch gestures on the smartphone. Additional information about the selected products can be also downloaded to the phone.

-Filtering: Filters can be applied from the phone to arrange the products displayed on the digital screen.

-Further information: People can also send personal information (such an email) to request further information about a product. This information is sent directly to the retailer.

-Personalization: The layout content displayed on the digital screen is based in HTML5 templates.

The company is looking for ICT companies interested in integrate this solution within their solutions portfolio and commercialise it within their influence area getting technical assistance from the developer.

## Technologie & Know-how international

### Technologie ANGEBOTE

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Real time healthcare platform for patients adherence to medical treatment.	TOES20160524002	18
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### Technologie GESUCHE

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### Forschungs- und Entwicklungsgesuch

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## Angebot

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### **IT service for storing health data in compliance with EU privacy laws**

**Ref: TOIT20151209001**

An Italian IT company offers a new service which provides secure API (Application Programming Interfaces) for storing, searching and sharing sensitive data related to health sector in compliance with EU (European Union) data protection laws.

The service can be easily integrated into existing and new applications to manage authentication, access control, data storage and can greatly reduce time to market. Licence, commercial with technical assistance and service agreements are sought for.

An Italian company working in the ICT sector offers a software service API (Application Programming Interfaces) for use in health related applications. The service aims at solving security and compliance issues, and speed up health application development. It can be used in different ways depending on developers' needs and their existing systems maturity. It can be used as:

- Secure mBaaS (mobile Backend as a Service): provides to application developers all API operations needed to build a mobile or web application. It includes secure API for managing users, authentication and access control to data (storage, retrieval and search).

- Secure storage for sensitive data: for those having already partially developed a backend, the service can be used as a scalable and secure noSql document based database for sensitive data. The storage applies encryption, backup and all security requirements, leaving to app developers the task to manage users and access control on their own servers;

- OAuth as a Service: for those having many applications accessing and sharing data, the OAuth as a Service API provides an efficient and standard protocol that simplifies authentication and authorization.

Offered services can be used by a variety of applications and devices such as mHealth, eHealth, Telemedicine, EHR/PHR (electronic/personal health record) applications, or connected medical devices. They can be easily integrated into existing processes and applications, and can be used by both small and large health applications to outsource health data storage.

Custom deployments (e.g. on premise) are offered to large application developers to satisfy specific needs and requirements in terms of API and storage, control and use of sensitive health data.

The service is already used by 20+ customers across EU. The Company is also participating in research and innovation projects, contributing with its expertise on privacy and security aspects.

The company is looking for the following cooperation types:

- license agreement: licensing for the use of API, in order the partner can use them to develop its own application;
- commercial agreement with technical assistance: the company can sell to the partner an instance of the platform (or part of it), supporting the start up, so that the partner will be able to be autonomous;
- service agreement: the company can develop software in order to provide the partner with a custom solution for specific needs.

#### **Type of partner sought:**

Partners sought can be:

- Digital health application developers
- Connected device makers
- Software development agencies
- Public and private clinics
- System integrators

The partner could use service to build applications, or integrate it in existing ones. In particular:

- Digital health application developers: they can use (under license agreement) the company service as a Backend, as a Service or Database for building their applications and to solve all security and privacy issues, to shorten time to market and reduce costs of their development. They can

- Connected device makers: they can use the company secure Database to store data (under a license agreement) in compliance with EU data protection laws, and implement secure data exchange and sharing with other applications and third parties.

- Software development agencies: they can rely on the company service (under license agreement) to speed up

application development, having the company as a trusted technology partner that will take care of their customers once they end their tasks and developments.

- Public and private clinics: nowadays more and more third party apps are integrated within hospitals and clinics. An instance of the company's service (under a commercial agreement with technical assistance or license agreement) could provide to clinics the platform for third party application developers to transfer their data within hospitals' perimeters, and integrate better their apps with hospitals existing information systems.

- System integrators: the company could be a technology partner (under a commercial agreement with technical assistance or license agreement) and white-label provider of its services for third parties and projects.

The partners above could also decide to sign a service agreement. In this latter case, the company would develop apps on behalf of the partner according to its specific requirements.

## Angebot

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The small Slovak ICT company has developed a professional integration tool, which allow creating the most sophisticated integration project without any programming. They are looking for licensees.

**Ref: TOSK20160711001**

A small SME from Slovakia has developed a unique technological platform intended for the creating and maintaining of integration solutions. This professional integration tool, which is SAP certified, allows creating also the most sophisticated integration project without any programming. It also enables integrating of various heterogeneous systems without deep knowledge of the systems. Partners are sought to cooperate with via license agreement. The developed integration tool is a SAP certified technological platform for creation and maintenance of integration solutions.

This professional tool allows the visual conception of the most sophisticated integration projects without any programming. It can integrate various heterogeneous systems without deep knowledge of the systems. The entire solution is based on the most up-to-date development platform, making it possible to use the technology features like multithreading, pipelining or load auto-balancing.

This integrator consists of a robust server where the execution of integration projects takes place and a client application allowing to visually designing client's projects.

The system makes use of the "Drag&Drop" technology which facilitates not only the visualisation but also the search of required data from e.g. SAP system and then transfers it into another system.

The company is looking for partners to cooperate with via license agreement - they are offering a license for this technology. This specific cooperation type has been chosen, because it fits today's needs of the company in the best possible way.

### **Type and role of partner sought:**

- Type of partner sought: company - industry - company
- Specific area of activity of the partner: no preference
- Task to be performed: cooperation via license agreement - this Slovak company is offering a license/is looking for licensees for this technology

### Multifunctional social management platform

**Ref: TOES20160531003**

A Spanish cloud software developer SME, specialised in Ruby on Rails, has developed a multifunctional social management platform to be used in collaborative environments (business centers, coworking spaces, technology parks, employee networks..). It allows entities to automate processes, improve communication, cover all resource management needs and create a social network. They are seeking final users for commercial agreements with technical assistance and IT partners for technical cooperation.

It is well known that a cloud software tool can contribute to increase productivity and reduce costs.

Many companies use different platforms and IT tools to cover their needs, but this ends in costs increase, administrative workload increase, disperse communication, misalignment of objectives and decreasing productivity.

To solve all these problems, a Spanish SME has developed a cloud management tool that unifies all services that an entity could need in a single platform. This tool allows users to automate processes, improve communication, cover all resource management needs and create a social network that engages synergies and collaborations.

Some technical features of the tool are:

- a) Developed under Ruby on Rails with Bootstrap. It complies with CSS3 and HTML5 standards.
- b) Infrastructure is built and managed on Amazon Opsworks. Amazon Opsworks is Amazon's own implementation of the popular systems integration framework Chef. Chef allows for the automatization of server management, thus providing an excellent and reliable way of achieving complete scalability.

Everytime a new server needs to be booted up for improved performance, Opsworks will create it and configure it automatically in a matter of minutes. This can be triggered manually, or when a sustained server load requirement is met.

- c) Flexible Pub/Sub Messaging, instantly update browsers. Live user lists (presence). Presence channels to show the online/offline status of the users in real time, making the development of chat and collaborative apps a cinch.

- d) Access control/authentication. The most important and sensitive data has been encrypted with the standard SHA-256 RSA encryption.

- e) Printing control for cost savings

- f) Access control, Payment methods and lighting control systems for energy saving integration.

- g) Multi-centre (keeping the independence of every centre in terms of resource management)

- h) Multilingual (can be customised to language needs for every user)

- i) Any other management needs can be combined with:

- News board
- Bulletin board
- Communication and notifications
- Social network
- Users, departments, company profiles
- Benefits
- Perks

The social network created can be used internally (by the entity) or externally, so users and entities can share information and extend their networking with other entities.

This can be of great added value for example, in the case of Technology Parks and innovation centres. They could foster and encourage networking between all settled entities, and therefore find synergies and collaboration for technological, research or commercial projects.

Besides, users, companies and projects can be evaluated so it will be easy to find the best partner for each project. Several ways of communication between all users of the platform have been designed and implemented.

New ones can be added, developed and customised if it is needed.

This Multifunctional Social Management Platform can be used in different sectors apart from Technologies Parks as referred before:

Business centers  
Coworking Spaces  
Innovation centers  
Franchise social network  
Loyalty, customer network  
Employees company network  
Neighborhood social platform  
Smart city social

The Spanish SME is interested in several types of partnerships depending on the potential partner:

\* Final users for commercial agreements with technical assistance. They will provide their specific needs. Full support will be given for a right use of the technology.

\* IT partners for technical cooperation in terms of dissemination of the technology in their area, implementation, technical support to final users and joint upgrading (new modules, improvements, customisation) of the technology if necessary.

#### **Type and role of partner sought:**

Several types of agreements are sought with final users and IT companies.

a) Final users for commercial agreements with technical assistance. They will provide their specific needs for implementation and customisation of the tool. Full technical support will be given for a right use of the technology (use and problems)

b) Technical cooperation with IT partners in terms of dissemination of the technology in their area, implementation, technical support to final users and joint upgrading (design and development of new modules or functionalities to meet specific final users requirements in case these upgrades are not initially included in the tool. They would play a very important role as first point of contact in their area (region/country)

## **Angebot**

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### **Real time healthcare platform for patients adherence to medical treatment.**

**Ref: TOES20160524002**

A Spanish start-up has developed a digital platform for real-time remote management of chronic patients, based on wearable devices, that significantly improves patient adherence to the treatment prescribed by the healthcare provider. The company is looking for commercial agreements with technical assistance.

One of the biggest challenges for the healthcare sector is the lack of adherence to treatment of chronic patients, which results in a huge increase in treatment failure and higher rates of hospitalization. Therefore, it leads to an exponential increase in healthcare costs.

The technology developed by the Spanish company offers a new and effective system to solve this problem by integrating a digital healthcare platform with wearable devices (smart watches, health bracelets, etc.). It provides a sustainable healthcare model and improves the quality of care of chronic patients.

Nowadays, wearable devices incorporate powerful sensors that allow controlling numerous variables such as pulse, temperature, calories, distance, activity, position, etc., plus other useful features like data sim, touch screen, GPS or alarm.

The selected wearable device is connected to a digital platform (Oracle based) for real-time remote management that allows the healthcare professional to design and control the treatment of the patient including drug treatment, recommendations and other healthy habits that the patients should incorporate to their routines.

**Main features:**

- Remote monitoring and real-time monitoring patients.
- Pharmacological patterns and habits management, which in some pathologies can represent up to 50% of treatment success.
- Unattended and real-time alarms integrated with health services and the family environment of the patient.
- Both-ways communication with the patient.
- Continuous and personalized support and advice.
- Data and vital signs capture for analysis and identification of patterns and improving treatments (Business Intelligence & Big Data).
- Voice assistance, touchscreen and integrated communication
- End-to-end, secure, scalable and integrated solution into existing health systems.

The company is looking for IT integrators with experience in wearable devices willing to incorporate this technology with their solutions portfolio under commercial agreement with technical assistance.

**Type and role of partner sought:**

The company is looking for international IT integrators with experience in wearable devices and contacts in the healthcare sector in order to commercialize this solution within their area of influence.

The partner must be able to adapt this technology depending on the case and typology of the healthcare provider company in which it is deployed.

The kind of partnership sought is commercial agreement with technical assistance in order to support the partner with the deployment and customization phases.

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**Angebot**

**Algorithms to produce digital mosaics from images**

**Ref: TOIT20151201001**

An Italian academic research laboratory has developed a methodology and algorithms in the field of non-photorealistic rendering in order to produce digital mosaics from images taking into account a specific style of mosaic. Computer graphics is one of the main application field. SME partners are sought for technical cooperation.

The Italian mathematics/informatics team focused on multimedia research with specific competencies, including non-photorealistic rendering (e.g., Digital Mosaic), has developed methodologies and algorithms to produce digital mosaics from images taking into account a specific style of mosaic.

The creation of digital mosaics of artistic quality from images is one of the challenges in Computer Graphics and is one of the most recent research roads in the field of Non-Photorealistic Rendering.

Digital mosaics are illustrations composed by a collection of small images called "tile". The tiles "tessellate" a source picture in order to reproduce it in a specific "mosaic-like" style (e.g. Vermiculatum).

Starting from the same source image it is possible to create different kind of digital mosaics depending on the choice of the tile dataset and the imposed constraints for positioning, deformation, etc.

In order to further development the research activity, academic or industrial partners are sought for technical cooperation aimed to a joint applied development for the market.

**Type and role of partner sought:**

Company or applied research centre sought for technical cooperation.

Partner sought: organization working in the fields of ICT, digital museum, ceramics production, others.

Task requested: digital mosaics of artistic quality from images.

## Angebot

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### **App that makes easy the supplier choosing**

**Ref: TOIT20160303002**

An Italian IT start-up established by young entrepreneurs, developed an app that helps consumers to choose suppliers more quickly and at the same time allows suppliers to find new clients.

The company is looking for a partner operating in IT field, in order to sign a commercial agreement with technical assistance, commercial agency agreement or joint venture agreement.

An Italian start-up working in IT field, developed an app that allows consumers to find suitable suppliers in less time than traditional methods.

Once selected a service, the user can choose a supplier from a list of over 90 company types, simply using a personal computer, smartphone, tablet or smart TV, read feedbacks, get quotes, assign a priority (urgent 18 h, standard 36 h or specific), confirm the location and attach files. The supplier choice may be carried out by price, safety, quality, feedback, speed and customer loyalty.

The platform is managed in two ways: the first one is dedicated to the users, that can upload their profile and data, manage files and documents and research suppliers. The second way, instead, is dedicated to the companies, that can upload details of their branches, establish the areas they can cover, manage the staff and track their productivity.

The company would sign a commercial agreement with technical assistance, commercial agency agreement or a joint venture agreement in order to implement the service.

#### **Type and role of partner sought:**

The type of partner sought is a company with a strong knowledge of IT market, who can implement the product/service, may introduce it to their network, help growth and widen target market.

## Angebot

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### **Innovative safety system with encryption for the treatment of audiovisual and/or multimedia information with legal value.**

**Ref: TRSG20150902001**

A Spanish company with large experience in telematic security has developed an innovative safety system. The main advantage of this system is innovative encryption technology for data and voice, and certification of audiovisual and / or multimedia content information. The company is seeking industries and government institutions for license agreement.

A Spanish company characterised for being innovative, creative and a developer, has over ten years of experience in the communications security, data protection and voice specially designed for the fight against crime and cybercrime. Its products evolve in parallel with the evolution of the law, society, etc. This company has developed an innovative safety system with encryption for treatment of information via land and wifi. This system captures audiovisual information and/or multimedia with legal value.

The developed system generally relates to the field of mobile communications, and more particularly to a method implemented by computer for capturing and processing certified or evidentiary audiovisual and/or multimedia information, particularly useful as a complaint, and to a computer program implementing parts of the method.

The vast majority of audiovisual and/or multimedia pieces of information, such as photographs, pictures or video, that can be captured using computing device (for example a mobile telephone, a smartphone or a tablet), are mutable. In other words, the captured and/or recorded information can be modified, partially altered or erased by a user during the capture, before or during the transmission. It can be done either by an authorized user of the system or by an unauthorized user.

For those occasions when operating with large volumes of information obtained from a user computing device and when some information is susceptible to be used as an evidence in court (for example in the event of a

crime), it is necessary to assure the integrity and security of said information with a system that eliminates the risk of data manipulation.

The prior art for capturing from a user computing device and processing audiovisual and/or multimedia information to be later used as reliable evidence or certified information, performs only storage and subsequent sending of said information to be used as evidence. For example, the mechanisms used for forensic technology cannot certify that the evidence obtained from an electronic device is true and has not been previously entered by a malicious user.

The present system improves the current methods in the prior art by providing a new mechanism that allows obtaining audiovisual evidence captured from a user computing device with a certification that guarantee that the evidence has not been manipulated by a user or other source. The system is able to generate audiovisual evidence in any computing device having the required hardware, without the system itself or the user being able to manipulate it, from the time in which it is obtained until it is logged in.

The burden of proof 's quality and the truthfulness thereof are certified through a process:

\* Fast process since it needs less than half-second to gather the evidence in a secure way. Depending on the file type, it could require one sixth of a second. The information is directly obtained in bytes that are straight stored in the first memory encrypted, thereby preventing any manipulation of the information.

A file is generated with these bytes so that the user can access to a preview of the information. This information is obtained in a process lasting half-second

\* Secure process as it always checks that the bytes that are sent are the same as those that has previously been created. This verification can be done by checking out that the bytes require the same space in the memory and that they contain the same information.

The system allows obtaining evidence with legal value, making the burden of proof required for an agreement or trial easier.

The company wants to transfer the rights involving the authorization to use the licensed material by the licensee, in return for a fee or share of royalties.

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

## **Gesuch**

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### **A Turkish technology company expert on smart cities seeks solution partners offering high end technologies in smart cities field**

**Ref: TRTR20160613001**

A Turkish ICT company well versed and deeply experienced in electronics city infrastructure and security systems such as GIS, eID and biometric solutions, integrated network security solutions, data storage etc. seeks potential partners, who offer unique smart city solutions. They have completed many national and international projects. The company is open to many collaboration models. The potential partner is expected to cooperate on big scaled projects undertaken by Turkish company.

The Turkish technology company active in ICT sector, deeply experienced and well versed in Smart Cities, was established in 2003, as a system integrator as well as a self-developer of its own integrated city security system software, geographic information systems, biometric features of electronic identifications that enables the live scanning of finger prints, traces of blood vessels, palm print etc. The company is also a certified Research and Development Center in Turkey, and continues its all operations in MENA Region (Middle East, North Africa and Asia). So far they have successfully installed and operated several city infrastructure and security systems like Turkish National ID Pilot Project, Turkish ePassport Project, Disaster Recovery Project, Qatar Safe City Project and several more projects. At the moment they are handling couple of EU & nationally funded R&D&I projects and they have recently submitted a H2020 project as coordinator. Since the company has already engaged multi-partnered European level projects, they would like to increase their technological solution partnerships with European companies who can offer high-end and unique innovations and are active in the field of any domain in the field of smart cities. Possible cooperation types are technical cooperation agreement, commercial agreement with technical assistance and licence agreement.

**Type and Role of partner sought:**

The potential partner is expected to be technology provider in the domain of smart cities and shall have high technology and innovation capacity. The Turkish technology company is open to various types of collaboration models.

**Gesuch**

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**UK company seeking six degrees of freedom (6 DoF) motion tracking technology plus technical assistance****Ref: TRUK20150817001**

UK specialist manufacturer of medical ultrasound simulation and training systems is requesting six degrees of freedom (6 DoF) motion tracking technology for implementation within a new product range. The company requests either finished or technology building blocks at an advanced stage of development. The companies with the required technology may be based in Germany, USA, Japan, China or Korea. Collaboration could include Licence Agreement, Manufacturing Agreement or Technical Cooperation. A UK specialist manufacturer of medical ultrasound simulation and training systems is requesting spatial tracking technology plus technical assistance for implementation within a new product range.

The required motion tracking technology will allow motion tracking in six degrees of freedom (6 DoF) that is X, Y and Z displacements plus three orthogonal rotation axes. If the technology is capable of force feedback (haptic) this would be of additional interest.

The company has its own product development capability and so could work with either a finished product or with technology building blocks at an advanced stage of development.

A target purchase price in volume of less than 200 USD will be required. For this reason the company anticipates that gaming technology companies, specializing in joysticks etc. may be able to supply the required technology and technical support at the target price.

The companies with the required technology may be based in Germany, USA, Japan, China or Korea, but enquiries welcome from all territories. Collaboration could include Licence Agreement, Manufacturing Agreement or Technical Cooperation.

**Type and Role of partner sought :**

Technology hardware company willing to supply technology / products plus provide technical assistance for integration and implementation of technology.

Suitable companies are likely to be the original developers of the technology as they will have the in house skills and knowledge to provide the detailed technical interface and implementation information required.

Companies may be gaming companies, or specialist motion capture developers serving a range of industries, for example remote control of robots.

**Seeking software solutions for data identity reconciliation and anonymization**

**Ref: TRSG20160215001**

A Singapore-based ICT company, ISO 9001, 27001 and CMMI Level 3 certified, with offices in global markets is seeking a software framework or solution to reconcile identities of individuals represented as records from different databases that belong to different organisations.

The company is keen to explore the following types of partnerships:

- Licensing agreement
- Joint venture agreement
- Research co-operation agreement
- Technical services agreement

Data aggregation from databases of different organisations is a challenge, especially without the existence of common keys or identifiers.

The Singapore-based company that offers ICT solutions to its clients is seeking a software framework or solution that is able to reconcile identities of individuals represented as records from different databases that belong to different organisations.

This reconciliation should also be possible when there is no unique identification number or key between the different databases, and requires an algorithm to be able to perform the matching with whatever data is available, to the best guess available.

The identity of the individuals of the records should also be kept anonymous, for example with encryption.

The company is keen to explore the possible modes of partnership:

- Licensing agreement
- Joint venture agreement
- Research co-operation agreement
- Technical services agreement

**Type and Role of partner sought :**

Types of partners sought include:

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

Types of partnership sought include:

- Licensing agreement
- Joint venture agreement
- Research co-operation agreement
- Technical services agreement

### **H2020 Call: DS-02-2016 - Enabling data privacy and data integrity for SMEs, local public administration and individuals**

**Ref: RDIL20160511001**

An Israeli company is looking for partners interested in Horizon 2020, DS-02-2016: cyber security for SMEs, local public administration and Individuals.

The company specializes in software-as-a-service, allowing anyone to share a file, execute transaction or sign a contract, securely.

Partners for establishing a consortium include:

- Industrial providers of software-based IT products
- Public organizations representing digital security needs
- Other members for proof-of-concept trials

Project SC data is a Software-as-a-Service (SaaS) allowing anyone to share a file, execute transaction or sign a contract, securely and confidentially, with anyone in the world, while satisfying data compliance requirements.

SC data is a cloud-based SaaS for identification and keys-authorization enabling Un-Structured Data Privacy and Integrity.

Properties of the system :

- Total Privacy - the file shared will be accessible only by persons pre-authorized by user. Specifically neither internet service provider nor SC data provider can access these file without the user's knowledge.
- Turning a public cloud storage/file-sharing into a private cloud and save!
- Turning facebook or other social media into private network.
- Legally sign files while keeping them private.
- Digitally signing press release / public broadcast messages and post it into social media , while protecting the data integrity.
- Using SC data with dropbox to create private disaster recovery storage.
- Use SC data to seal and backup your bitcoin wallet.
- Use SC data to seal and protect your password manager desktop app.

The goals of the R&D project set out by the Israeli SME:

1. to determine compelling use cases for application of SC Data technology for SMEs, local public administration and individuals
2. to test these use cases with selected SMEs, local public administration and individuals with the help of public organizations representing their needs and
3. to disseminate the results.

Suggested Roles :

1. Public organization - project coordinator
2. The Company – partner, SC Data provider
3. Industrial provider of software-based IT products for SMEs – partner, use cases provider
4. SMEs - partner
5. Local Public Administration - partner
6. Local Communities -partner

EOI deadline: 1.7.16. The call deadline is 25.8.16.

The Commission considers that proposals requesting a contribution from the EU between EUR 3 and 4 million would allow these areas to be addressed appropriately.

Expected project duration 1-2 years.

### **Type and Role of partner sought :**

The Company is looking for partners to establish consortium including

1. Industrial providers of software-based IT products for SMEs to establish compelling use cases.
2. Public organizations representing digital security needs and interests of small businesses and private citizens to disseminate the results..
3. SMEs , local public administration and Local Community Members for proof-of-concept trials.