



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

Kooperations- und Technologiegesuche und –angebote September 2015

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 4-10** 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 11** 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 -

„Vertriebskartellrecht in Europa“, 15. September 2015, 10.00 Uhr – ca. 17.00 Uhr

Die Vorgaben des deutschen und europäischen Kartellrechts gewinnen für Unternehmen in Deutschland eine stetig steigende Bedeutung, denn sie werden immer strenger durchgesetzt. Zu den Branchen, die durch Kartellverfahren und entsprechend hohe Bußgeld- und Schadensersatzrisiken betroffen sind, gehört inzwischen insbesondere der Handel - angestoßen durch Ermittlungen im Bereich der Konsumgüter. Die Behörden setzen die Regeln auch im **Online-Handel** immer strenger durch, weil der e-Commerce den Wettbewerb über Regionen und Landesgrenzen hinweg ermöglicht. Die Europäische Kommission leitet derzeit eine EU-weite Sektoruntersuchung zum Online-Handel ein, in deren Verlauf voraussichtlich hunderte Unternehmen auch aus Deutschland befragt werden und sich entsprechend beteiligen können. Das Vertriebskartellrecht tangiert auch insbesondere kleine und mittlere Unternehmen, denn für die wichtigsten Regeln des Kartellrechts gelten keine Bagatellgrenzen. Das Seminar bietet einen praxisnahen Überblick über die aktuellen Grundregeln und wichtigsten Problemstellungen im Bereich des Vertriebskartellrechts. Die Seminarinhalte werden anschaulich anhand von Praxisbeispielen erläutert. Das Seminar richtet sich u.a. an Geschäftsführer, leitende Einkaufs- und Vertriebsmitarbeiter, selbständige Kaufleute und Unternehmensjuristen.

Teilnehmerentgelt: 195 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier, Bildungszentrum

Ansprechpartner: Matthias Fuchs, Tel.: 0651/ 97567-20, E-Mail: fuchs@eic-trier.de

„Internationale Steuerplanung – Fokus Europa“, 16. September 2015, 9.30 Uhr – ca. 17.00 Uhr

Längst macht die Wirtschaftstätigkeit deutscher Unternehmen nicht mehr an der Grenze Halt. Auslandsengagements sind häufig die einzige Möglichkeit zu weiterem Wachstum. Allein über 60% der deutschen Auslandslieferungen sind für EU-Märkte bestimmt. Verstärkt gründen deutsche Unternehmen aber auch Niederlassungen im Ausland. Vor allem die Investitionstätigkeit in Europa ist durch günstige Rahmenbedingungen und vorteilhafte europäische Gesetzgebung attraktiv. Erfahrene Steuerexperten geben den Teilnehmern im Rahmen der Veranstaltung einen Einblick in die typischen Fragestellungen der grenzüberschreitenden Steuerplanung. Es werden die Prinzipien des internationalen Steuerrechts, Wege zur steueroptimalen Rechtsformwahl in Europa, Verrechnungspreisanforderungen, das deutsche Außensteuerrecht sowie M&A in Europa erörtert. Informationen zur Bewertung beliebter europäischer Holdingstandorte runden das Programm ab. Die Teilnehmer lernen anhand praktischer Beispiele, wie aus einzelnen „Fallgruben“ optimierte Steuerplanungen entstehen können, z. B. im Wege von Holding- und Finanzierungsgesellschaften in Europa.

Teilnehmerentgelt: 255 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier, 307

Ansprechpartner: Christina Grewe, Tel.: 0651/ 97567-11, E-Mail: grewe@eic-trier.de

„Bedienungsanleitung und Co. CE- und rechtskonform gestalten“, 24. September 2015, 9.30 Uhr - 17.00 Uhr

Hart umkämpfte Märkte bei Verbraucherprodukten, immer komplexere und damit besonders erklärungsbedürftige Investitionsgüter sowie neue EU-Richtlinien unterstreichen den zunehmenden Bedarf an eine professionelle technische Anleitung. Es wird gezeigt, wie Betriebs- und Bedienungsanleitungen für Investitionsgüter und Verbraucherprodukte rechtskonform strukturiert, leserfreundlich und übersetzungsgerecht mit geeigneter Software aufbereitet werden. Die Teilnehmer lernen insbesondere die nach der neuen DIN EN 82097-1 vorgeschriebene Sicherheitskapitel sowie die DIN EN ISO 12100 mit ihren Vorgaben zur Risikobeurteilung für rechtlich belastbare Warnhinweise kennen.

Teilnehmerentgelt: 235 EUR zzgl. MwSt.

Veranstaltungsort: EIC Trier GmbH

Ansprechpartner: Thomas Weinand, Tel.: 0651/ 97567-14, E-Mail: weinand@eic-trier.de

„Vertriebssteuerung für KMU mit Cloud-Technologien“, 30. September 2015, 10.00 – ca. 17.00 Uhr

Die Vertriebssteuerung gehört zu den Kernaufgaben der Unternehmensführung. Selbst wenn der Vertrieb erfolgreich arbeitet, sollten Abläufe und Zielsetzungen immer wieder kritisch hinterfragt und im Bedarfsfall optimiert werden. Vertriebssteuerung bedeutet die zielgerichtete Erschließung von Wachstums- und Ertragspotenzialen. Dies erfordert den Einsatz systemischer Methoden. Cloud Computing bietet auch kleinen und mittleren Unternehmen Präzisionswerkzeuge mit einer hohen Effizienzsteuerung. Die Teilnehmer des Seminars erfahren, auf welche Grundlagen und Erfolgsfaktoren es bei der Vertriebssteuerung ankommt. Zudem werden die grundlegenden Erfolgsparameter beim Einsatz von Cloud Technologien in der Vertriebssteuerung vermittelt. Die Veranstaltung richtet sich an Geschäftsführer/innen, Entscheidungsträger/innen und IT-Beauftragte aller Branchen im Mittelstand.

Teilnehmerentgelt: 195 EUR zzgl. MwSt.

Veranstaltungsort: Bildungszentrum der IHK Trier, Raum 1.2

Ansprechpartner: Matthias Fuchs, Tel.: 0651/ 97567-20, E-Mail: fuchs@eic-trier.de

Kooperationsgesuche international (Auswahl!)

Kooperationsgesuch

Country: Poland

Reference: BOPL20150216002

Summary: A Polish company has been working in the field of digital advertising and creative media for 8 years. They have accomplished over 250 successful campaigns including 20 full-screen XHTML (Extensible Hyper Text Markup Language) formats. They deal with viral videos, infographics, animatics, photomatics, promo videos, logos, banners, multimedia apps, etc. They would like to set up a long-term cooperation as a subcontractor with advertising agencies around the world.

Details: online and more importantly how it is presented to prospective buyers and clients. Developing surprising, eye-catching and creative promo campaigns and ways of advertising a product or a service is as important and sometimes even more so than the product or service itself. The Polish company that works in the field of advertising and creative media assists their clients in promoting their products or improving brand visibility on the market, is looking for long-term cooperation as a subcontractor with advertising agencies abroad. The company has been on the market since 2007, and has worked with dozens of satisfied and loyal clients (among them multinational companies and well-known brands). They use a variety of promotional techniques for their clients who are owners of online shops, websites, online brands, etc.; for example they develop: viral videos, infographics, animatics, photomatics, promo vidoes (flash), e-commerce modules, promo games, multimedia apps, maps in flash, multimedia presentations, landing pages, mailings, animated elements, brand heroes.

Kooperationsgesuch

Country: Slovakia

Reference: BOSK20140127001

Summary: An innovative Slovak SME focusing on ICT in the field of tourism is looking for honest cooperation business partners and distributors of their products and ICT solutions. The main advantages of the company are a portfolio of successful ICT projects, interest in new solutions, start-up projects and high language proficiency.

Details: The Slovak company was established in 2007 as a limited liability company. Currently it employs 4 employees and cooperates with a number of external professional freelancers and academicians in the fields of design, arts and culture, electronics, IT and others. The company's main activities include the implementation of advanced technologies for a wide range of products and services and project management in the field of marketing, management, tourism and IT. Some of their products are: information kiosks, geographic information systems, tourist cards, applications for mobiles, multimedia guides, internet portals, LCD panels, GPS guides, bluetooth servers, Wi-Fi Hot spots and event guides. They standardize successful ICT solutions from all around the world in the field of tourism and security for potential clients and partners mainly in Europe. The company is seeking professional and experienced partners or distributors from EU countries.

Kooperationsgesuch

Country: United Kingdom

Reference: BOUK20150731002

Summary: A UK SME specialises in high quality statistical design analysis and visualisations to ensure optimal, efficient, robust and compliant processes and methods, supplied to scientific, and engineering, R&D and manufacturing groups. The company provides a service tailored to the individual needs of the client which is delivered by training, bespoke software solutions and consultancy. Partners for commercial agency, joint venture, service and subcontracting agreements are sought.

Details: This UK company has been running for fifteen years and during this time has built a successful track record in providing statistical services, including training courses and workshops, statistical support, consultancy, and soft-ware solutions to clients in the life sciences, precision engineering, chemical and other process-critical sectors. Their clients range from early phase start-ups, SME's through to multinational corporations, all benefiting from their bespoke service, enabling their clients to address investigatory as well as regulatory goals and compliancy, build case reports and adhere to good and standard operating practices. The company is looking for commercial and joint venture partners to share the use of their operating system and build working partnerships to extend their reach. They would also consider service agreements and subcontracting allowing large organizations to work with their products for collaborative projects.

Kooperationsgesuch

Country: Iceland

Reference: BOIS20150515001

Summary: *An Icelandic company has developed an app for the the enhancement of visitor experience in museums and galleries. The solution uses Bluetooth Low Energy beacons and the app can be used on visitor's own devices or devices available in museums. The company is looking for distribution services agreement and/or services agreements with trade intermediaries and/or alliance partners.*

Details: An Icelandic SME that has developed an app for the the enhancement of visitor experience in museums and galleries and is looking for distribution services agreement and/or services agreements with trade intermediaries and/or alliance partners. The museum guide app enhances visitor experience by automatically detecting the visitor's location and playing the corresponding guide when the visitor approaches preset objects or artifacts, thus visitors don't necessarily have to follow museum signs or visit exhibits in a certain order. The app provides navigation, guidance and narration in audio, video or text and can be used on the visitor's own mobile or tablet or devices provided by the museums. Moreover the app supports active learning by making it possible to add games with challenges to be solved at location. Bluetooth Low Energy (BLE) transmitters are used to determine visitor indoor location. The installation of the BLE transmitters is easy, fast and requires minimal maintenance. Outdoor, the application acquires the visitor's location through GPS (Global Positioning System). The company specializes in the development of positioning technology for mobile devices and has already equipped several organizations with this technology and received very positive feedback. The team behind the app has background in computer science.

Kooperationsgesuch

Country: Malta

Reference: BOMT20130828001

Summary: A Maltese company offers solutions in IT security, IT infrastructure, financial asset management, payroll and HR solutions. The company has also successfully developed and deployed a banking regulatory reporting solution. The company is looking for commercial agents to promote its products to the banking and financial services sector and also seeks partners for joint venture agreement for new market applications.

Details: A Maltese IT company with a 90 strong team of experts, specialises in different sectors of the information technology industry, including IT security, IT infrastructure, financial asset management, payroll and HR solutions. In relation to the banking sector, the company has successfully developed and deployed a regulatory reporting solution for banks. This solution offers a cost-effective means for banks to comply with reporting obligations, by providing an easy platform for internal operational reporting needs, driven and managed by the business users. It reduces the inconvenience involved in regulatory compliance and includes all reports required by banks and credit institutions.
The company is looking to enter into commercial agreements with potential partners to promote its products to the banking and financial services sector. Company is also considering joint cooperation so as to further develop the technology and/or make customizations for new applications.

Kooperationsgesuch

Country: Romania

Reference: BORO20150303001

Summary: A Romanian company located in Transylvania is specialized in printing services and promotional materials: printing of books, magazines, posters, commercial printouts, flyers, catalogues, is offering its services to European contractors. The company is interested to become a subcontractor

Details: The Romanian company is specialized in publicity services and promotional materials. The company is a family business, established in 2011, with the headquarters located in Cluj-Napoca County. The company manufactures all types of types of publicity services and promotional materials:

- printing of books;
- printing of posters;
- execution of magazines, flyers, brochures;
- execution of commercial printouts;
- execution of catalogues, etc.

The printing is made either roll-to-roll, or roll-to-sheet.
The company owns the following equipment: digital printing machines, flat and rotary heat press for determining color, digital machines for print on thermal foil and PVC, digital printing machines directly on cotton shirts, laser-plotter and cutter plotter for trimming and full range of equipment needed for cutting and sewing.
The Romanian company is offering its services to European contractors and is interested to become a subcontractor. The company established networks of clients. All products are made from quality materials. The product assortment is continuously updated to reflect on the market demands and needs of customers.

Kooperationsgesuch

Country: Belgium

Reference: BOBE20150814001

Summary: A Belgian information and communications technologies (ICT) company has developed a fully featured visitor registration management solution. They are currently looking for commercial agents and distribution partners in Europe and beyond.

Details: This Belgian ICT company has conceived and developed a smart software application for the registration management of visitors at the reception desks of companies and organizations. The solution consists of two main parts:

- an iPad, running the application, mounted in a secure stand;
- a back-office website, which the receptionist works with from his or her computer.

The company's clients are mainly medium and large sized companies, organizations and business centres. The system makes the receptionist's life easier. Thanks to the back-office he or she gets a better overview of the visitor information. The extensive customization options allow to adapt the application to the style of the company and to collect the required visitor's information. The system will impress the visitors and guarantee their privacy. A paper guestbook does not respect a guests' privacy. Using the application, all information is stored privately and the traffic is encrypted using SSL technology. Badges are printed from the system which enables also the capture of visitor photos.

The Belgian company is looking for independent agents and distributors to develop its sales in Europe and beyond. The system is marketed via app stores where customers pay a monthly subscription and have access to the platform including future updates and email or phone support. Some distributors also deliver the required material, such as the iPad, the desk, the computer, the screen and accessories.

Kooperationsgesuch

Country: Bulgaria

Reference: BOBG20140704001

Summary: Bulgarian company, specialized in promotion of products and services via 360° interactive tours is looking for partners within the marketing, tourism, real estates and entertainment businesses. The company offers highly innovative marketing tools, using 360° visualization, and combining photography, programming, software development and web – to produce products for 360° interactive representation. The company is interested in finding foreign partners.

Details: The Bulgarian company has developed a flexible and attractive 360° virtual marketing product allowing companies and/ or publicly engaged actors to add value to their business operation through the optimization of their marketing strategies via a virtual experience. The company's products are based on precise 360° shots panoramas in which texts, banners, audio, video or links can easily be embedded. The products are social media importable /i.e. Facebook apps/ and thus they are directly involved in the virtual social communication, opening the possibilities for unlimited access to global consumers.

The company possesses vast experience in developing products for the leading and biggest companies operating in Bulgaria as well as for public institutions.

The technological potential of the tool allows for continuous upgrade of the features and long exploitation period of the application. The products are under the users' full control, content management and communication with the consumers, provided by the company's technologies for the generation of data and consumers' behavior analysis.

Some of the main elements of the 360° virtual marketing tool are as follows:

360° presentations

Through the implementation of a file that could be used as part of business documentation,

offers, projects or contracts, the product is very useful for virtual views of real estates, tourist sites, restaurants, clubs, etc.

360° web-site

Using the interactive web based technologies the internet consumers are directly visiting any business spaces or tourist sites.

360° campaign

The interactive 360° campaigns provoke 360° virtual experiences. The product allows the consumer to perceive the marketing messages within a 360° panorama environment.

The company is looking for business partners mainly from Europe and Asia, where their products and prices would be most competitive. The company offers front-to-end 360° marketing services and can cooperate with contractors, marketing, tourism and real estate agencies, end customers such as restaurants, hotels and tourist sites, community institutions, etc. Their negotiation team is open and flexible in terms of time, payments and prices and is ready to answer any marketing or business challenge.

Kooperationsgesuch

Country: Hungary

Reference: BOHU20141111005

Summary: The Hungarian company deals with specialised webshop development is offering it's free capacity as a subcontractor to develop and create new special platform based online stores for companies in the EU. The applied platform is currently the number one free webstore Content Management System (CMS) in the world.

Details: The company offers its free capacity as a subcontractor to develop and manage special platform based webshops all around the e-commerce industry located in the European Union. The SME also sells unique modules for these webstores (e-banking, invoice providers, market extensions, etc.). The Hungarian firm can also teach the users how to use the system and show them some e-commerce techniques.
The services of the company are the following:

- webshop development,
- application development,
- application development for social networking sites
- website building, website design, website development for smartphones
- The system has a very wide range of additional functions and options. - That allows the client to have a customized platform developed by the company.
- More than 4 years experience in building and programming webstores and online store systems.
- The company's clients are from the wide area of the commerce industry: tire, toy, musical instrument, book or tool sellers.
- The platform has a search engine optimisation (SEO) toolbar.
- Personalized and easy-to-use platform.

Kooperationsgesuch

Country: Poland

Reference: BOPL20150427001

Summary: A Polish small company from IT sector offers its expertise in web and applications development,

advertising graphics and films. The company offers to be a subcontractor, offers services and seeks partners for joint venture.

Details:

Since 2010 this Polish creative agency developed the knowledge and experience of the Internet and new technologies. It offers:

Production of modern, responsive and mobile friendly websites in technologies: HTML5, CSS3, JavaScript, jQuery, Bootstrap, Python, PHP. Website models are available ready to adapt to the needs of customers.

Production portals: CMS (Content Management System) and e-learning (distance learning) based on the popular open source technologies. The production of e-learning lessons includes SCORM (Sharable Content Object Reference Model) format.

Programming services, including application development, gaming and web portals technologies: Python, HTML5, CSS3, JavaScript, jQuery, Java. Mobile applications based on the latest technologies and frameworks are developed.

Production of 2D and 3D advertising graphics and animated films. The company can prepare and execute screenplays and full productions of animated films.

The company can also help in the sale of products and services. Clients can be assisted in optimizing their websites toward sales increase. Marketing companies can be conducted on the Internet. In advertising campaigns they use social media, affiliate advertising and whisper marketing.

The company seeks partners for joint venture in IT projects, offers services and subcontracting capacity in programming of websites and applications. The desired outcome of an international partnership would be transfer of experiences, improvement and growth of services.

Kooperationsgesuch

Country: Poland

Reference: BOPL20150414002

Summary: The Polish ICT company is seeking partners from Austria, Germany and Switzerland in view to perform big projects involving creating of modern B2B software/systems. The company offers software for SMEs available online. Collaboration on base of manufacturing or joint venture agreement is considered. The company offers to be a subcontractor to a foreign branch partner.

Details: This Polish small IT company employs Java JavaScript programmers, creators of modern software for SMEs available online. They are experienced in leading projects supported by EU grants. They successfully sell their software in Poland for more than 4 years. As for now they are on 1-3 position in the country among online/mobile CRM (Customer Relationship Management) systems. They cooperate with several partners from Germany, UK and the Netherlands. Their system has full modern service oriented API (Application Programming Interface) and have been integrated with many other IT systems. The company would like to take part in big projects involving creating of modern B2B software/systems. The company offers to be a subcontractor to a foreign branch partner. Besides, collaboration on base of manufacturing or joint venture agreement is considered. The desired outcome of an international partnership would be exchange of experience and enlargement of products' portfolio.

Kooperationsgesuch

Country: United Kingdom

Reference: BRUK20150707001

Summary: A specialist consultancy based in the UK that works with the leisure, museums and heritage industry is seeking service agreements from innovative suppliers, developers and creators, to reinforce their offering when designing visitor attractions across the world.

Details:

A specialist consultancy to the leisure, museums and heritage industry is looking for technology offers to reinforce their product range when creating visitor attractions across the world. They work for local & national government bodies, commercial enterprises, developers and operators of museums and visitor attractions, architects, designers and a range of other entities across the private, public and not-for-profit sectors.

In recent years they have undertaken projects in the USA, Vietnam, Saudi Arabia, Kuwait, Malaysia, China, Kenya and Mauritius, and extensively across the UK & Continental Europe. They have a broad range of services to offer and observe emerging trends in technologies to identify the new products and services that they can offer to their own clients when pitching, designing or developing new visitor attractions.

The UK company is seeking service agreements with technology partners to reinforce their offering when designing visitor attractions across the world.

Technologie & Know-how international

Technologie ANGEBOTE

Titel	Referenznummer	Seite
Cloud platform for development of specific mobile apps for museums, cultural centers and leisure spaces	TOES20131211001	12
Electronic signature and paper document security	TOSK20150203002	13
Digital eLearning and content distribution platform	TOHR20150706005	14
Novel surgical planning, training and simulation solution based on virtual reality technology	TOES20150128002	14
Integrated solution for the management of geographic information collected by drones	TOES20150612001	15
Novel customer retention automation software-as-a-service (SAAS) with applications in ecommerce, online gaming, travel and finance	TOUK20150225001	16
Software and hardware systems for monitoring the energy production of photovoltaic and wind plants.	TOIT20150619001	17

Technologie GESUCHE

Titel	Referenznummer	Seite
Experts in Software Defined Networking (SDN)	TRSE20150512001	18

Forschungs- und Entwicklungsgesuch

Titel	Referenznummer	Seite
EUROSTAR2 R&D partner sought for the commercialization of Security vulnerability scanner for the Internet Cloud system (Deadline for call: 17. Sept.2015)	RDKR20150127001	19

Angebot

Cloud platform for development of specific mobile apps for museums, cultural centers and leisure spaces

Ref: TOES20131211001

Spanish ICT company has developed a CMS (Content Management System) platform based on cloud, for development of specific mobile apps for museums, cultural spaces, etc. It includes audio, tours, videos, images and social networks, always being endowed with universal accessibility (adapted to people with visual or hearing impairment).

The company is looking for audio-visual or interactive production integrators willing to sign commercial agreements with technical assistance.

Currently, most of the museums, cultural centers and leisure spaces are incorporating mobile apps in order to improve the visitor experience. Because of that, the Spanish company, has developed an innovative CMS (Content Management System) based on cloud, which incorporates app development advanced features and functionalities:

- Cloud model: Remote management and storage.
- Multiplatform publishing: iOS, Android and Web-Apps.
- Apps include a wide range of resources: Audio narrations, tours, videos, images galleries, panoramic pictures, social networks, etc.
- Offer itineraries that can be downloaded in-app for free or for a fee.
- Easy "drag & drop" interface to upload and edit all kind of audiovisual and accessible resources.
- Contents between different languages can be easily reused.
- Statistics to study the visitors.
- Includes a 'text-to-speech' system for optional automatic audio narrations.
- Real-time pre-visualization.
- Various app developers can be working at the same time.
- It allows designing templates for every screen.
- The cataloguing system content can be imported or exported

The final apps that visitors download has the following features:

- Automatic detection of the mobile's language.
- Online or offline use thanks to in-app downloads and payments of tours/itineraries.
- Multi-touch interaction.
- Control over the reproduction of audio & video.
- Interaction with social networks.
- Options for disabled individuals, such as people with visual or hearing impairment: Sign language videos, audio-description, captions, audio-navigation. The apps are also compatible with Talkback and Voiceover (apps for visually impaired people)

Additionally, developed apps can be complemented with other technologies to help visitors such as an indoor location system and multilingual synchronizing system of the apps with external displays.

Type and role of partner sought:

- Type of partner sought:

ICT integrators:

Audio-visual, interactive production and technological integrators.

- Specific area of activity of the partner:

Integration of technologies related to museums, cultural centres and leisure spaces. For example, those integrators offering services such as onsite artwork reproduction printing in museums, virtual panoramas, augmented reality, public access to digital collections, audio guides...

- Task to be performed:

The partner sought will sign commercial agreements to develop new apps based on this technology, receiving

the technical assistance from the developer, to sell in their local markets.

Angebot

Electronic signature and paper document security

Ref: TOSK20150203002

A Slovak company specialized in electronic documents security and authentication provides its own developed products in the area of electronic signature for secure and cost effective handling of electronic documents. The products are suited for any corporate, governmental or individual user.

The detailed offer of the company includes:

- Full range of its own developed products in the area of electronic signature and qualified electronic signature. Solutions supporting implementation of electronic services of public authorities. The basis of the offered solutions mainly contains its own certified products in the field of electronic services and advanced electronic signature, such as signature and verification applications, electronic registry, and electronic archive. Solutions enable organizations to provide their customers and citizens with services in an electronic form with full legal acceptance and comfortable operation via Internet.

Moreover, the solutions enable organizations to increase efficiency and automation of their internal processes.

- Technology for paper document security.

The technology provides encoding and encryption of data on paper. The storing and retrieving process can be done with regular office printing and scanning devices. It enables users to store information on paper in both the printed and digital forms.

The company is looking for partners to cooperate with via commercial agreement with technical assistance (the client offers the technology for acquisition), research cooperation agreement (cooperation in EC research projects) or via services agreement (client is offering its specific technological services).

Type and role of partner sought:

The client is interested in cooperation with partners interested in secure communication or in cooperation in EC research projects - topics of interest - security, ICT, transport, e-health.

Type of partner: industrial partners for further business cooperation or industrial/research partners for research projects.

Field of activity of partner: partners interested in secure communication or in cooperation in EC research projects

Role of partner:

Commercial agreement with technical assistance - the client offers the technology for acquisition

Services agreement - client is offering its specific technological services

Research cooperation agreement - cooperation in EC research projects - topics of interest: security, ICT, transport, e-health.

Angebot

Digital eLearning and content distribution platform

Ref: TOHR20150706005

SME with offices in Croatia & Luxembourg offering tailor-made software solutions for the satellite industry has developed a unique software platform for digital content distribution: any kind of digital content over different types of network (including satellite) using various digital rights management systems. Digital content companies are sought to test, evaluate and integrate the technology via commercial agreements with technical assistance, licence or service agreements.

SME with offices in Croatia and Luxembourg has been offering tailor-made software solutions and all round software support for the satellite industry for more than 15 years. The company has provided number of satellite and ground, multimedia and mobile solutions to the key players in the industry:

- space associations (e.g. ESA - European Space Agency, DLR - German Aerospace Center, UN - United Nations)
- satellite operators (SES - European Satellite Society)
- VSAT (Very Small Aperture Terminal) vendors (iDirect, Newtec, NDSatCom)
- teleports (RSS - Redu Space Services)

Some of the fields covered by their projects/solutions are:

- Satellite and ground solutions (monitor and control, on-orbit testing systems, earth observation telemetry monitoring, passive satellite ranging, ...)
- VSAT Networks (NMS - Network Management System developments and customization, cross polarization management, VSAT commissioning)
- Multimedia and mobile (3D TV (Three-dimensional television), interactive TV, mobile applications for antenna alignment)
- Geolocation (mapping of flights using ADS-B (Automatic Dependent Surveillance – Broadcast) protocol)

Type and role of partner sought:

- Type of partner sought:
industry (especially business) organizations, academy organizations, companies and enterprises, science and research organizations, associations and agencies looking for:
 - commercial agreement with technical assistance
 - licence agreement
 - service agreement

- Specific area of activity of the partner:
education, digital content distribution, satellite broadcasters, VSAT (Very Small Aperture Terminal) system providers

- Task to be performed by the partner sought:
customer involvement in technology evaluation and product testing, customer feedback, among others

Angebot

Novel surgical planning, training and simulation solution based on virtual reality technology

Ref: TOES20150128002

A Spanish Tech Based SME has developed a surgical planning, training and simulation solution based on virtual reality technology, that together with a knowledge management system of clinical cases, allows for the optimization of the entire surgical process.

It allows the surgeon to convert to 3D models all conventional radiological imaging: CT (CaTscan), PET (Positron Emission Tomography), MRI (Magnetic Resonance Imaging), etc of the patient, standardized in DICOM (Digital Imaging and Communication) format

Some features and functionalities of the tool are the following ones:

- It can be performed a detailed analysis of patients.
- It can be planned or simulated osteotomies.
- It can be explained the surgical procedure to implant according to those ones selected from the library of implants for patients.
- It can be analyzed and planned: anthropometric analysis to select points of interest, boarding planes or perform linear measurements or contour.
- It includes a knowledge manager: library of cases similar patients, introducing proven solutions in other patients. This feature can optimize the use of available information by promoting the export of knowledge among professionals and creating a surgical best practices wiki.
- Powerful set of 3D tools to simulate any type of surgery: using section planes oriented in any direction in space, by seed or by dissection growing user-driven.

This innovative tool has been used successfully in more than 600 interventions by:

- A clinical management unit of plastic surgery and burns.
- A department of maxillofacial surgery, urology and nephrology.
- A medical surgical unit of respiratory diseases and trauma

This assisting technology makes possible a customised planning of the surgical, decrease intervention time and reduce potential risks. Furthermore, it leads to less invasive and aggressive solutions to the patient.

Type and role of partner sought:

Type of partner sought: hospitals (public or private) and providers of IT solutions to health sector.

Role of partner sought:

Commercial agreements with technical assistance are sought with Hospitals. They would provide their specific needs for a right implementation and a properly use of the technology. Maintenance and support would be also included in the agreement

Technical Cooperation is sought with providers of IT solutions to health sector. They would contribute to dissemination of the technology in their area as well as integration and implementation of the technology. They would also provide maintenance and technical support at first level.

Angebot

Integrated solution for the management of geographic information collected by drones

Ref: TOES20150612001

A Spanish technological company has developed an integrated system that allows visualization, capture, edition and analysis of digital geographical information collected by drones in a wide range of formats -vector cartography, orthoimages, 3D stereoscopic images, digital elevation models and LIDAR (Light Detection And Ranging) data- in a friendly, efficient and easy to use interface. The company is looking for commercial agreements with technical assistance.

Nowadays, the use of drones and UAVs (Unmanned Aerial Vehicles) is growing up very fast as an invaluable tool for the collection of geographical information. It has endless applications such as natural resources management, agriculture, mining, topography, emergencies, land registry, etc.

The problem is that the tools available for the management of this geographical information are just suitable for high-specialized experts using complex capture devices (such as bulky 3D mouses or photogrammetric cranks) that are not financially acceptable for many companies.

Because of that, the Spanish company has developed a geographical information management system with the philosophy of making its management easy to non-expert users.

Main features are the following:

- Simultaneous use of 2D, 3D and stereoscopic 3D data. It provides a realistic representation and interpretation of the 3D geographic information.

- Simultaneous 3D vector data and LIDAR (Light Detection And Ranging) data visualization which provides an intuitive and easy identification of the quality of the captured data.

- Different options for the data presentation.

- The system is compatible with different data formats such as vector cartography, orthoimages, 3D stereoscopic images, digital elevation models and LIDAR (Light Detection And Ranging data).

- Optimised interface for easy management.

The company is looking for international expansion through commercial agreements with ICT partners including technical assistance from the developer.

Type and role of partner sought:

The company is looking for ICT integrators with experience within the drone sector, willing to commercialize this solution in a defined country or area, and will receive the necessary technical assistance from the developer. The kind of cooperation sought is commercial agreement with technical assistance.

Angebot

Novel customer retention automation software-as-a-service (SAAS) with applications in ecommerce, online gaming, travel and finance

Ref: TOUK20150225001

A UK and Israeli-based ICT company has developed an innovative algorithmic software for bespoke customer analytics and unique predictive micro-segmentation, with applications in a range of verticals such as e-retail, iGaming, social gaming, sports betting and financial services. They are seeking companies in these fields hoping to license the software, which can be adapted to their specific needs via technical cooperation agreement

Minimising the churn rate is a key factor in a vertical market, as companies seek to not just retain customers and determine their behaviour prior to their attrition.

A key problem with companies seeking to slow their customer churn/attrition rate is that existing marketing modelling tends to address large, non-homogeneous groups of customers with limited results. For many small-to medium-sized enterprises (SMEs) who cannot afford the teams of mathematicians, statisticians and super-analysts that large corporations hire to create and maintain such complex models, accomplishing successful one-to-one customer marketing is beyond their reach.

The UK company has developed a software-as-a-system program that has been designed specifically to predict the future behaviour of each individual customer and to learn which marketing actions will have the greatest

positive effect on the customer's long-term value to the company.

At the core of the technology is a unique method of calculating customer lifetime value (LTV) for every customer. The customer LTV forecasting technology is based on advanced academic research over 10 years in the UK and Israel.

The software combines this LTV forecasting with continual dynamic micro-segmentation and a unique, mathematically-intensive predictive behavior modeling system. The results of these calculations are integrated into a closed-loop marketing action management, measurement and recommendation engine. The system is integrated with the user's existing email marketing system.

Each time the marketer runs a marketing action on a selection of customers, the selection is divided into a test group and a control group. The software then evaluates campaign results by comparing the behavior of similar customers who received the campaign and those who didn't. This complex analysis, incorporating behaviour prediction models and customer lifetime value calculations, guides the marketer towards the most effective campaigns to run against each micro-segment.

The software would be of specific use to online businesses in a variety of verticals (eg e-retail, iGaming, social gaming, sports betting, financial services) wishing to reduce 'churn'. The company is seeking licensing partners and to adapt and implement the service as part of a technical cooperation agreement.

Type and Role of Partner Sought:

Type: Industry

Activity: E-commerce, retail, travel, finance or online gaming, or a company that would benefit from the licensing of this retention automation SAAS.

Role of Partner: Licensing of the SAAS and working with the client to adapt the software towards their specific needs or application

Angebot

Software and hardware systems for monitoring the energy production of photovoltaic and wind plants.

Ref: TOIT20150619001

Italian company specialized in developing software and hardware produces customized system for remotely monitor the energy production of photovoltaic and wind plants. The system is able to easy handle efficiency of energy production and consumption processes. The company is looking for partners (companies, inventors, Universities or R&D institutions) to perform technical cooperation agreement aimed at technology, know-how transferring and/or system development according to the client needs.

The Company, based in the Marche region, is specialised in ICT sector focusing in R&D and in innovative applications to allow energy efficient management and production. Up to now, only in Italy, the Company provides its product/services to 13,000 solar and wind plants. The offered technology consists in a specific dedicated monitoring device which is directly plugged to the plant;

and a web-based application which monitors the information provided by the device. The device gathers the information from the implant through the "inverters" and it sends them via an available port (LAN, COM) or wireless (GPRS, WiFi) to the web-based application.

The implant administrator can access the application through any electronic device like tablet, smartphone and pc in order to have:

- complete geolocation of malfunctions related to the plants;
- complete analysis of the energy produced and the energy consumed;
- list of alarms in real time for each plant
- acquisition of data such as the temperature of the panels and of the inverters
- monitoring of the problems of connection to the external network.

Type and Role of partner sought:

Manufacturers of photovoltaic equipments (inverters, cabinets), engineering, construction companies, energy production and management companies. Universities, R&D institutions and inventors operating in ICT and energy sectors.

Role of partner sought:

-Photovoltaic system designers and large energy companies which need to improve string level monitoring into their installations.

-Manufacturers of photovoltaic equipment (inverters cabinets) which need string level monitoring module (printed circuit board, software communication) as a complementary product to their existing system.

-Universities, R&D institutions and inventors which need to optimize their technologies by remote monitoring system.

Gesuch**Experts in Software Defined Networking (SDN)****Ref: TRSE20150512001**

The Swedish SME develops design and analysis software for use by Ethernet designers and system engineers, architects and integrators to understand, build, verify and optimize with regards to system timing and performance, from early estimation to final verification.

The company is now in the process of developing a technology and unique software to anticipate delays in data networks (switched Ethernet), to predict interference levels (jitter).

They have developed a prototype software for off-line usage but want to investigate if it is feasible for usage within the real-time traffic routing of data communication flows on-line, approaching the initiatives around software-defined networking (SDN).

In order to set up a business plan and a plan for further product development the company would like to find an expert working in the area of SDN.

So far, the business idea is to develop, manufacture and sell control software for Ethernet networks. The companies' current software offering is used by designers and system engineers, architects and integrators of Ethernet networks, mainly to ensure Ethernet can be used in time-sensitive application systems.

The ambition in the future is to help network operators to increase network responsiveness, providing a near-flawless experience for the end user through the SDN initiatives where they can automate the management and control of the network while maintaining quality to their customers, even during periods of large and rapid traffic fluctuations.

Type and role of partner sought:

The type of partner sought should have industry, business and/or academic background knowledge in internet software development in general and in Software Defined Networking (SDN) in particular, e.g as a Ethernet designer, system engineer, architect/integrator and/or business developer

The task to be performed by the partner sought is to provide expert knowledge in Software Defined Networking (SDN), specifically regarding state of the art, related technologies, R&D, main actors, practical aspects including timing, scaling and user integration, main threats and possibilities, short and long term needs, business potentials, possible market strategies, economic viability and customer readiness.

EUROSTAR2 R&D partner sought for the commercialization of Security vulnerability scanner for the Internet Cloud system

Ref: RDKR20150127001

A Korean SME has been developing a security vulnerability scanner to detect, analyze, and manage security vulnerability for cloud system. Since the conventional security vulnerability assessment tool only specializes in existing IT environment, it is not suitable for the cloud system. Therefore, the firm is seeking a technical partner to apply for a EUROSTAR2 project on the technologies that detects security vulnerability in the guest operating system and endpoint cloud security technology.

Cloud service market is getting more invigorating all over the world, so public institutions have been establishing and implementing a variety of certification systems for cloud service security to use private cloud service. Generally as an evaluating activity, in security consulting or security certification system, "establishment of security policies and systems", "security vulnerability analysis", "pen-testing" and "source code analysis" are essential.

In case of security vulnerability analysis, various solutions for detecting security vulnerability are utilized to detect weak(vulnerable) points on the security products and systems.

Conventional security vulnerability assessment tool only specializes in existing IT environment, and it is not suitable for security vulnerability analysis for cloud system. Therefore, this Korean SME would like to develop a security solution to detect, analyze, and manage security vulnerability for cloud system with a technical partner through the EUROSTAR2 project.

The technology is to develop a security solution in order to detect, analyze, and manage security vulnerability under the circumstance of virtual machine to provide secure cloud service. It can be divided into two.

1) vulnerability detection and analysis

Based on the vulnerability detection script that the firm has self-developed, the technology detects and analyzes security vulnerability for the target system(cloud system)

2) Total management system

The technology provides a system manager a description or a response regarding analyzed security vulnerability in the form of alarm or report. Also, it provides total management service which can manage the risk of overall cloud service environment

The technology that that the partner should have for technical cooperation is as follows.

1) Detecting security vulnerability in the Guest Operating System(OS).

A cloud service manager can detect security vulnerability in the Guest OS and manage it

2) Endpoint Cloud Security Technology

The technology can control security of cloud users (behavior-based monitoring technology)

The company is looking for an institution or a company which is in the field of cloud security service, cloud security solutions or cloud certification related evaluation. After the company license their technology to the partner, they would like to do the R&D together on the technologies that have mentioned above to develop a product for the local market.

The call deadline is on September 17th and the deadline for expressions of interest in this profile should be not later than August 17th.

Type of partner sought :

institutions or companies

Specific area of activity of the partner:

Cloud security service, cloud security solutions, cloud certification related evaluation

Task to be performed:

After a technology licensing, the partner should work on R&D to develop a product for the application to their local market