



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

Kooperations- und Technologiegesuche und –angebote April 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 4-12** 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 13** 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.

Kontakt: **Matthias Fuchs**; Tel.: 0651-97567-20; E-Mail: fuchs@eic-trier.de

- Veranstaltungen/Kooperationsbörsen/Sonstiges -

„1x1 der Umsatzsteuer im Auslandsgeschäft“, 7. und 8. April 2016, 9.30 Uhr – ca. 16.30 Uhr

Die umsatzsteuerliche Behandlung von internationalen Warenlieferungen, Werklieferungen und Dienstleistungen sind für viele Unternehmen Tagesgeschäft. Die komplexen umsatzsteuerlichen Regelungen sowie diverse nationale Abweichungen erweisen sich in der Praxis v.a. für KMU oft als kompliziertes Unterfangen. So sind neben einfachen Warenlieferungen aufgrund verzweigter Beschaffungs- und Vertriebsketten auch Dreiecks- oder Reihengeschäfte sowie produktbegleitende Dienstleistungen in Form von Reparaturen, Wartungen oder Montagen umsatzsteuerlich richtig einzuordnen. Gleiches gilt auch für Dienstleistungen, die Kunden in Zusammenhang mit einer Warenlieferung bestellen. Fehler bei der umsatzsteuerlichen Einordnung von Lieferungen und Leistungen sowie bei der Erbringung von Buch- und Belegnachweisen können im Rahmen einer Betriebsprüfung zu einer Nacherhebung der Steuern führen, die im Regelfall schwer oder gar nicht an den Kunden weiterbelastet werden kann.

Die Veranstaltung verschafft einen fundierten und praxisnahen Überblick über die korrekte umsatzsteuerliche Behandlung von innergemeinschaftlichen Warenlieferungen inkl. Reihen- und Dreiecksgeschäften, von grenzüberschreitenden Werklieferungen und Dienstleistungen sowie von Drittlandslieferungen. Informationen zu den jeweils gültigen Buch- und Belegnachweisen sowie zum Wechsel der Steuerschuldnerschaft und der Vorsteuervergütung runden das Programm ab.

Die Teilnehmer erhalten ein umfangreiches Skript mit praktischen Beispielfällen und den jeweiligen rechtlichen Fundstellen.

Teilnehmerentgelt: 375 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier, Tagungszentrum

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

Online-Handel in der EU“, 12. April 2016, 10.00 Uhr- 17.15 Uhr

Für die reibungslose Abwicklung des Online-Handels sind im grenzüberschreitenden Geschäft neben einem professionell zu vermarktenden Online-Shop und einer reibungslosen Zahlungsabwicklung vor allem auch diverse rechtliche und steuerliche Besonderheiten zu berücksichtigen. Dies gilt gleichermaßen für die Gestaltung von für den Online-Handel tauglichen AGB sowie auch für die korrekte umsatzsteuerliche Abwicklung von Lieferungen an Unternehmen und Privatkunden in der EU. Um kostspielige Fehler beim Online-Handel zu vermeiden, müssen sich Unternehmer mit den gesetzlichen Anforderungen und Anpassungen vertraut machen. So kam es mit Inkrafttreten der EU-Verbraucherrechte-Richtlinie am 13.06.2014 zu Änderungen bei den Rückrufrechten. Und seit dem 01.01.2015 hat sich zudem die umsatzsteuerliche Leistungsortsbestimmung bei elektronisch erbrachten

Dienstleistungen im B2C-Geschäft geändert: Das sog. MOSS-Verfahren soll künftig die umsatzsteuerliche Abwicklung von B2C-Geschäften erleichtern. Aus vertriebsstrategischer Sicht kommt einem zielgruppen-orientierten Online-Marketing eine wichtige Rolle zu. Die Veranstaltung gibt einen praxisnahen Überblick über die wesentlichen rechtlichen und umsatzsteuerlichen Anforderungen und Neuerungen für den Online-Handel in der EU. Erfahrene Experten informieren zudem über die Besonderheiten beim Online-Handel in Frankreich und Belgien. Informationen zur sicheren Zahlungsabwicklung im Netz und Praxis-Tipps für ein erfolgreiches Online-Marketing runden das Programm ab.

Teilnehmerentgelt: 235 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier (Bildungszentrum Raum E 7)

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

„Einführung in das Vergabe- und Vertragsrecht. Grundlagen für die Praxis“, 19. April 2016, 13:30 - 17:30 Uhr

Unternehmen, die sich an öffentlichen Ausschreibungen beteiligen, sollten sich mit den Grundlagen des Vergaberechts auskennen. Diese betreffen die Auftragsrecherche, die Formalitäten bei der Erstellung eines Angebotes sowie die Möglichkeiten, seine Rechte als Bieter durchzusetzen. Mit den neuen EU-Vergaberichtlinien, die bis April 2016 in Deutschland umgesetzt werden müssen, ergeben sich umfassende Änderungen im Vergaberecht. Nach Erteilung des Zuschlags schließt sich die Phase der Leistungserbringung an. Hierbei sind profunde Kenntnisse und Erfahrungen im Vertragsrecht notwendig. Das Seminar führt in die Grundlagen des Vergaberechts ein. In einem weiteren Teil werden die wesentlichen Aspekte des Vertragsrechts erläutert. Neben der Leistungsvergütung geht der Referent auf die Themen Leistungsänderungen, Behinderungen, Kündigungsrechte und Sicherheiten ein. Ein Ausblick auf das neue Vergaberecht 2016 rundet das Programm ab.

Teilnehmerentgelt: 95 EUR zzgl. MwSt.

Veranstaltungsort: HWK Koblenz, Zentrum für Ernährung und Gesundheit, Raum 2.07

Ansprechpartner: Dagmar Lübeck, Tel.: 0651/ 97567-16, E-Mail: luebeck@eic-trier.de

Kooperationsgesuche international (Auswahl!)

Kooperationsgesuch

Country: Italy

Reference: BOIT20151125002

Summary: An Italian ICT SME has developed a cloud platform that simplifies the management of people processes (employees, collaborators, partners) in enterprises, both small, medium and big ones; the cost-saving platform offers a set of pre-configured options and is therefore immediately ready, but can also be easily customized in a short time. The company is looking for license and/or joint venture agreements as well as distribution services agreements

Details:

An Italian company operating in the ICT sector has developed a cloud platform that is used for the implementation and management of business processes that focus on people; it is a new solution, as most medium enterprises manage their employees in an inefficient way, with limited, rigid products or through simple Excel files, while most big companies have dedicated software, but they are often complex, rigid and operating on local systems.

The cloud platform is simple, easily customizable, enterprise-oriented and cost saving; it is not a simple website (like most cloud solutions) but a real platform for the management of people (whether employee or collaborator or partner).

The platform offers a set of pre-configured functions and products that are readily available but can be easily modified and customized in a short time according to the needs of each client; each package can also be activate alone.

These are the current, ready to use modules:

PEOPLE – cloud HR suite, pre-configured and simple for the following tasks: administrative management, attendance and absences, safety and occupational medicine, remunerations management, training and performance, assets management, selection, business intelligence, self service manager and self service employee.

HEALTH &SAFETY – safety and occupational medicine: digital documentation management, risk assessment for different job tasks, personal protection equipment, medical visits, hazardous substances used, health monitoring, injuries, accidents, compliance notification, management of machinery, plants and equipment, education, information and training.

TIME – attendance, absences, holidays, overtime and shift management: planning, requests handling, trips, attendance/absence management, anomalies management, reporting.

COMPANY ASSETS & BENEFITS – management of corporate assets and benefits: requests and flows, assets and allocations, personal items, other assets, configuration, analytics.

PROJECT & TIMESHEET – project, timesheet and reporting management: opportunity, projects, scheduling, activities tracking, leave/overtime requests, management control, analytics.

LEARNING – training and education management: requirements, e-learning, training management, previous training, company resource library, reporting.

TALENT – performance assessment and talent development: performance management, skills, talents, successions, development.

RECRUITING– selection management, CVs archives, interviews and testing, communications: requirements planning, selection management, reporting/analytics, interview management.

CRM – leads, commercial activities, sales force: leads and commercial activities, communication management, salesforce management, events and gathering, reporting/analytics.

CONSULTANTS – research, legislative controls, employment relationships and activities management: requirement, administrative management, workflow and timetables, management

of activities, reporting.

DOCUMENTS & WORKFLOW – documents, forms, flows and workflows: electronic documentation folder, multimedia library, security, flows and workflows management.

COMPENSATION & BUDGET – MBO, staffing budgets, simulations, forecasting, analysis of labor costs, analytics.

The platform works completely via web, therefore data can be accessed also via mobile devices in a secure way, as various security protocols are implemented.

The enterprise already works with important actors in the field: the biggest Italian Telco has chosen the platform for all its internal needs, and also the biggest Italian rating agency uses the HR modules of the platform.

The enterprise is looking for commercial partners, like distributors or business partners, in order to start a cooperation with a special (but not unique) focus in the following regions: Europe, USA, South America, Asia. The envisaged collaboration should be framed in a license/joint venture agreement or distribution service agreement.

Kooperationsgesuch

Country: Spain

Reference: BOES20151207001

Summary: A Spanish company has designed and developed an innovative communication platform for solving a detected need in the educational sector which is the enhancement of the communication between the actors involved in educational actions, namely teachers, students, parents and education centres. The most important advantage of this tool is that through this platform it is possible to notify communications with legally validity. The company is looking for distributors and agents.

Details: This young and dynamic Spanish company established in 2013 has developed a communication platform specially designed for educational establishments, universities, councils and other organisations. It serves parents and students with no need of intermediaries and allows educational centres to avoid costs related to the delivery of letters, notes, etc. All mails and messages are private and answers are not visible to other users.

It is a platform which allows institutions to manage pupils' groups, importing automatically the centre's data, and with the possibility of scheduling and sending messages with unlimited characters and enclosed files and with legally validity. The company is supported by lawyers and advisers who confirmed that, as a trusted third party, services are legally recognized having their communications legal validity and meeting standards of security and privacy for correct communication between users.

At present, the system is used in 300 educational establishments and is expanding rapidly. The company is looking for agents and distributors selling to the education sector (schools, colleges, universities or private institutions)

The main difference and advantage with respect to other applications of the communication sector is that the messages sent through this platform are legally valid. The application ensures the personal data privacy, it is not necessary to make the registration with a telephone number and even it is possible to deactivate the visibility of your personal data and the user will be only visible through the ID of the platform

Kooperationsgesuch

Country: United Kingdom

Reference: BRUK20160216001

Summary: A UK technology company is prototyping a real-time hardware solution designed for Energy Demand Response (DR) monitoring and control (electricity usage, frequency and switch). The company has been awarded with an Innovate UK grant to prototype the product and test it with demand response aggregators in the UK. The company is now looking for an industrial or academic partner with knowledge and experience in the smart energy sector to further test their product based on a service agreement.

Details: A UK technology company based in London is prototyping a hardware and cloud solution designed for Demand Response (DR) monitoring and control. The prototype enables per-second monitoring of electricity usage and frequency and controlling loads via small distributed switches.

The product has been designed to help end users (households, factories, offices) get paid cash under DR schemes for temporarily reducing their electricity demand.

The company's product also targets national grid operators and their DR aggregators who run the DR schemes in order to prevent network spikes.

The company is already in close collaboration with UK DR aggregators to test the prototype. The company is looking for international partners with experience in the local smart energy sector to further test their hardware. The company's product enables monitoring and control within split seconds. This high reaction speed is required by many DR schemes across Europe (especially frequency mgt).

The data collected by the company's product can be accessed remotely in real time, or it can be processed by the company's servers for distribution at a later stage.

The product has small wireless switches that enables it to reach smaller loads that were previously uneconomical to reach.

The product will be available at a price that is 5-10 times cheaper than existing hardware technology.

The company has been awarded with an Innovate UK grant to prototype the product and they work closely with the DR aggregator community.

The company's prototype is in the last stage of development and will soon be ready to go on the market.

All three shareholders of the company have extensive knowledge of the tech sector, having previously worked for a listed multinational company.

Kooperationsgesuch

Country: Turkey

Reference: BOTR20151210002

Summary: A Turkish company offers audio guide devices and mobile guide solutions which are developed for museums and which are available in many different languages. Another product is a multimedia solution that runs as a multimedia guide on the iPod touch. They are looking for distributors to museums and other cultural organisations.

Details: The Turkish company was established in 1985 and started with dealing hardware.

1989 the company launched its first software solution and since then the main field of the company is software.

The company is looking for a partner that assists with the distribution of the solutions in other European markets. (Distribution services agreement).

Audio guide descriptions:

The audio guide is a very helpful solution for the visitors of museums. This product is a electronic audio guide which is developed to meet the needs of museums.

A custom content management system is used in iPod mobile guide. With the developed software, the content can be created and can be updated entirely through the cloud. In addition, all statistics are kept on the same cloud.

Museum guide system:

The museum multimedia guide system which is specially developed for iPod touch, can be defined separately for each museum. Also all content is manageable online via this platform through the content management system. Moreover, with this system, the museums can get statistical information about the visitors and useful informations are generated.

With this solution the user can produce audible, written, photographic or video descriptions. With I-beacon it is also possible to supply automatic narration of works, the user can reach object's information with QR-codes, numbers or by selecting from the list of works.

Kooperationsgesuch

Country: Poland

Reference: BOPL20160322001

Summary: Polish company implementing IT projects especially for retail chains and consulting companies is looking for financial partners. The partnership is sought for two global scale IT projects: an innovative, integrated, dynamic price management system for commercial networks and an intelligent valuation system of companies including start-ups. The company is willing to cooperate under a financial agreement or joint venture agreement.

Details: Polish company developing IT projects dedicated both to retail chains and consulting and law companies is seeking foreign financial partners to achieve and jointly commercialize two innovative IT projects. First of those projects is the integrated price management system (with a combination of soft- and hardware) suitable for network companies such as retailers, pharmacies, gas stations, etc. Second project is the system of market valuation of companies including the start-ups based on Business Intelligence. Both projects are fully innovative and customized globally for different national markets. Due to the necessity of additional financial resources, the SME is looking for a partner preferably operating in a similar branch, but also partners representing retail chains, local consulting companies and law firms. The company wishes to cooperate under financial agreement or joint venture agreement.

Both projects provide added value for companies. Shareholders in Polish companies have many years of experience in financial management, as chief financial officer, working structures of commercial companies, IT companies. Those developed products are unique on a global scale and both consist of innovative solutions.

Kooperationsgesuch

Country: United Kingdom

Reference: BRUK20160229002

Summary: A successful UK digital production consultancy which works with large clients is seeking innovative digital technology suppliers, to integrate into their offering when designing unique brand experiences, interactive retail displays, corporate communications, virtual and augmented reality, interactive films, exhibitions, live events. The UK client would promote the technology to their client base with the intent of distributing the products in the UK market.

Details: A successful specialised digital marketing production consultancy based in the South East of England that works with large clients is seeking providers of innovative digital technologies to reinforce their offering when designing unique brand experiences/customer experiences, interactive retail displays, corporate communications, interactive films, exhibitions, live events and virtual and augmented reality experiences. The technology would be pro-actively promoted to the UK client's customer base and included in future digital projects when suitable in view of a future distribution agreement.

The company is seeking innovative digital technologies such as LED interactive panels as well as software for digital productions which improve the digital/customer experience.

They are looking for on-going relationships with new partners to offer the new technology and expertise as part of their offering to large UK clients such as Sony, Fitbit and American Airlines.

Kooperationsgesuch

Country: Sweden

Reference: BOSE20160119001

Summary: A cloud based job dispatching system, developed by a small Swedish company, is now offered for new customers, distribution partners, or joint-venture partners in Europe and elsewhere. The system saves time for field workers and managers, reduces the risk for errors all the way from job description to invoicing, and increases quality of service. It works on Android and Apple platforms, and has back-end interfaces to popular ERP and CRM systems.

Details: The job dispatching system manages jobs from order reception to customer invoice. Details such as time and materials, notes, photos and documentations are saved in the cloud, thus always available.

The system is useful for field workers as well as managers. They share information, giving field

workers a schedule for jobs, customer orders, and route planning. Managers can monitor the progress and make changes if need be.

When a field worker has completed the job, the work report including hours, distance and other details, is automatically filled in by a click on the "Finished" button on the smartphone. Different templates can be used for different type of jobs. Field workers can see how many hours they have accumulated the last week or month.

The report is available within seconds from clicking on "Finished". The reports can be compiled into invoices with one click.

The system works with smartphones, tablets and laptops. It uses the GPS (Global Positioning System) in the smartphone for geographical information, giving managers and field workers a shared map of jobs, workers, equipment and places. If several jobs are planned during the same day, the system can calculate time and distances, to combine them into an optimal route. If there is need for privacy, there's a cloaking function for temporary upholding of the geographical information.

The system works on Android and Iphone, and is currently available in English and Swedish. Versions in other languages can be developed upon request.

A 30 day free license is available from the company web site. Subscriptions cost from €1.50 to €5 per user per month, depending on functionality demands.

The company has developed interfaces to market leading accounting systems, for ERP (Enterprise Resource Planning) and CRM (Customer Relations Management). The system has an open application programming interface (API) for integration with other systems. Documentation about the API is available on the homepage. The API extends the services with functionality to other businesses making it easy to integrate with other applications. The API is based on the "rest"-principle (https://en.wikipedia.org/wiki/Representational_state_transfer), for high performance and ease of use.

Current users include small service companies, large and medium sized construction companies and equipment rental companies. Most customers reside in Sweden but the system is also used in e.g. Belgium, Canada and Australia. Customer references and testimonials are available on request.

The company behind the system is currently also exploring how the internet of things can improve and extend the functionality. The first example on the market is a device that measures and reports when construction elevators are actually in use. This information is useful for the customer, an equipment rental company, since the rent is based on when and how much the equipment is used in the field.

The company is small, but has extensive expertise in system development and system marketing. It was founded in 2010, and has grown steadily since its inception.

The company is very flexible about the type of collaboration sought. Distribution is a basic option, establishing a joint venture is another. Distributors or joint venture partners could be complementary industrial partners or integration partners interested in integrating this system, in part or whole.

Prospective partners interested in pursuing business opportunities within internet of things are particularly welcome.

Kooperationsgesuch

Country: Taiwan

Reference: BOTW20151211001

Summary: The Taiwanese company specializes in development and manufacture of access control, near field communication door locks with an integrated app, which enables users to set up the system

remotely. It exports mainly to Asia and Australia, and is currently seeking distributors/agents who are interested in marketing its products in Europe. The company also provides manufacturing service of access control PCBA (printed circuit board assembly) /apps.

Details: This Taiwanese company was founded in 2013 by a group of experts with over ten years' experience in access control. It specializes in development and manufacture of innovative smart code locks, access controls, NFC PCBA (near field communication printed circuit board assembly), as well as related apps that allow users to generate passwords remotely anywhere and anytime.

Its product portfolio:

- Code locks
- RFID (radio frequency identification)/NFC code locks
- ODM/OEM (Original Design Manufacturer/Original Equipment Manufacturer) of access control PCBA and integrated apps

The company markets its products to Taiwan, India, Indonesia, Thailand, Malaysia, Singapore, and Australia. Its products have been designed for use in security access application in schools, offices, resorts, B&B, hotels, medium-sized hospitals, etc.

The company is planning to expand its market to Spain, Greece, Italy, France, Germany, Turkey, and Denmark. It is currently looking for partners who are based in the aforementioned countries and who are interested in entering into a distribution agreement or a commercial agency agreement with it. Its ability to design software and integrated apps also offers the prospective partners an opportunity to transact with European companies that require ODM/OEM of access control PCBA/apps.

Kooperationsgesuch

Country: Serbia

Reference: BORS20160219001

Summary: A Serbian IT company specialized in augmented reality research and software development for all major software and hardware platforms. The company offers software solutions with disruptive potential in various industries. The company seeks partners for services and commercial agency agreements in deploying augmented reality and/or representing the company and acquiring customers in following sectors: industrial maintenance, automotive, household, marketing, retails, etc.

Details: The Serbian company specializes in augmented reality software development and consultancy services. The company experts have 4 years working experience in the innovative and emerging field of augmented reality software development with disruptive potential over a number of industries. The company was founded in 2015 and since then has been active in global markets, e.g. USA, Portugal, Israel and Serbia. The company experts have broad practical experience in augmented reality software development, as well as theoretical and practical knowledge in related research and development, technology possibilities and limitations. This enables it to provide the optimal software solutions crafted for specific customer needs and related use-case scenarios. The company offers world-class augmented reality software solutions for all major software platforms: Android OS, Apple iOS, Microsoft Windows etc; and major hardware platforms including but not limited to: mobile phones, tablets, desktop computers, smart-glasses, smart-watches and virtual reality devices. The services offered include idea phase support, software requirements specification, agile software development, augmented content development, software verification, deployment and maintenance. Experts in the company had successfully developed innovative augmented reality CAD model based algorithms and software solutions for major automotive industry corporations, including the currently world biggest car manufacturer.

The company offers augmented reality technology that can be readily utilized to develop high quality software for maintenance of large and complex objects, such as ships, aircraft, oil-rigs etc. The augmented reality can allow workers to localize themselves within the object (e.g using image recognition, CAD model recognition, QR codes etc.) and then based on the positioning information load the list of available maintenance scenarios applicable on the selected location. This approach can partially eliminate the need for extensive browsing through the printed media, decrease worker response time, facilitate training, and provide rich 3D data when needed. Similarly, in the household appliances and electronic devices industry, augmented reality can be used to build innovative software solutions for helping users understand device functionality and usage, and potentially help user self-maintain the device. Besides these benefits, the augmented reality software in this use-case can be also used as a strong marketing tool.

The company seeks partners for services and commercial agency agreement interested in deploying augmented reality and/or representing the company in, but not limited to: computer aided maintenance and instructions software for automotive industry; ship-building and maintenance industry; household appliances and electronics industries; oil and gas industry; for retail sector the company offers development of augmented reality catalogues, virtual wardrobes etc.; for tourism industry it offers software based tools for effective marketing and on-the-spot customer engagement; for furniture manufacturing and retail industry it offers software that enables potential buyers to place virtual furniture in their homes; the company offers innovative marketing solutions for high-end real estate marketing industry; in education industry it offers development of interactive solutions for captivating user imagination and enhancing the learning process; for marketing industry the company is offering expertise in augmented reality software development with goal of reaching new audiences deploying cutting edge technology; for printed media publishers the company is offering development of software solutions that enable adding captivating digital experiences to the physical magazines, books etc.; for museums and art galleries the company is offering its expertise in enriching exhibitions with tailor made augmented reality content.

Kooperationsgesuch

Country: Finland

Reference: BOFI20160329001

Summary: A Finnish software company providing management systems for education is looking for distributors. The company's educational systems can be delivered as a Service as a Software (SaaS) or on-premise.

Details: The Finnish software company is focused on developing and creating management systems for education after secondary school (students age 16). The company has more than 20 years of experience in the sector and the continuous research and development work in collaboration with company's clients guarantees user-friendly and trustworthy tools.

The company's new generation student and learning management systems are suitable for most types of education: for example apprenticeship training, adult education and for personnel's knowhow management. The company's customers are educational institutes and enterprises. The complete product selection includes student management, education management and e-learning. Approximately over 90% of apprenticeships in Finland are managed by company's products, making company the market leader in this learning by doing education field.

The Finnish company is interested in finding software distributors with channels to educational institutes and enterprises.

The company's education management systems can be delivered as a Service (SaaS) or on-premise. The company offers to its clients continuous maintenance services by phone, e-mail and

remote maintenance technology. In order to satisfy fully the needs of its clients, company does constant development work and specifically tailored systems. For years company has focused in Microsoft technology and company is a Microsoft Silver Partner-level ISV-partner. The company's systems are easy to use and designed to be used on mobile devices.

Kooperationsgesuch

Country: Poland

Reference: BOPL20151229002

Summary: A Polish company is offering innovative and intelligent document scanning and archivization system for entrepreneurs which is accessible from all over the world. The company is looking for partners interested in commercial and distribution services agreements and the company can also license its products.

Details:

A Polish company is offering innovative solution for scanning and archiving documents, accessible from anywhere, at any time. Its innovation lies in providing quick access to information from archival documents without compromising security and confidentiality of data. Quick finding of needed documents takes place in a very convenient way: by the types, categories, tags, metadata, and content of documents identified by the OCR mechanisms.

The solution uses direct connection (via ftp or email) between scanning device and management system (data base of unlimited capacity to store documents) embedded in the cloud - from the customer's point of view, archiving is seen as a device function in which after the scan button is pressed, the user is able to browse the document using a web browser. User interface in the browser allows to access business documents regardless of location.

Another innovative element is the ability to describe documents using metadata, such as: type of document (contract, invoice), linked customer (address, name), other assets (eg. the amount on invoice, paid yes / no). Description takes place with the support of a mechanism to analyze the content of documents.

Transferring archiving to the cloud gives many benefits. The main feature is unrestricted availability of documents, information contained in them and protection ensuring the restoration of information in the cloud.

The company is offering its commercial and license services and is looking for experienced distributors with reliable contacts in ICT sector.

Technologie & Know-how international

Technologie ANGEBOTE

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An embedded Augmented Reality Vision system, guided by pointing gesture recognition.

Ref: TOES20151228003

A Spanish research Group with a wide information and communication technology (ICT) industry collaboration experience at Embedded Electronic Systems for e-Health sectors, has developed and designed a new Augmented Reality Vision system for embedded systems. It is guided by pointing gesture recognition and is focused on e-health and medical sector operation. Group is offering a knowledge transfer and project collaboration of the mentioned system to set up a technological cooperation agreement.

At present, the great majority of current Augmented Reality (AR) applications are built using general purpose processors as development platforms where the processing tasks are executed in software. However, software execution is not always the best solution for the high intensive requirements of the many processing tasks involved in AR, and it inevitably constrains frame rate and latency, which compromises real time operation, and magnifies size and power consumption, hindering mobility.

Since there are many situations in industries where workers can not operate using hands and need a fast gesture interface to see and map information in real time in a AR fashion, a Spanish research group with a wide information and communication technology (ICT) experience at Embedded Electronic Systems for e-Health sector, has developed and designed a new Augmented Reality Vision system for embedded systems.

The Augmented Reality (AR) applications developed are based on Field-programmable Gate Array (FPGA) platform. This system is characterized by the following features:

- Frame grabber. With the aim of processing video it has been developed a frame grabber which accepts standard analogue video signal, converts it into digital and stores it in memory.
- General purpose of the user interface is to give flexibility and versatility, and to ensure fast re-design of the hardware architecture for enhanced or new applications. The core is made up of hardware components and software functions in different levels. Thanks to the core it is possible to present text information in a Video Graphic Array (VGA) monitor to the user, who can navigate through menus, select options and configure parameters by means of a pointer device. So, it provides the flexibility of adapting the systems to the user requirements or preferences allowing:
 - Display of text and text fonts
 - A pointing device. Including gesture recognizing techniques
 - Generation of video signals. The platform can generate signals for displaying video on monitors and analogical screens. The generation of the synchronization and RGB signals for a VGA monitor is carried out by the VGA generator module, which can be configured to generate different resolutions.

The research group has successfully validated the usefulness of the described platform in an application for people affected by a visual disorder known as tunnel vision. It consists in the loss of the peripheral vision, while retaining clear and high resolution central vision. It is like looking through a keyhole.

Therefore, the developed system allows not only display of text and images but also can give workers new vision control of many camera features. For example: zoom in, zoom out , focus, face recognition,... and in case of special cameras it can be adapted to infrared ,thermal or other kind of vision systems.

Concerning end-user applications, they are wide and the research group expects that will be fostered with the deployment of several light AR glasses nowadays, already in prototype, like Google 's.

The research group is offering a knowledge transfer and project collaboration of the mentioned system, in order to close a technological cooperation agreement.

Type of partner sought:

- Type of partner sought: Industry
 - Specific area of activity of the partner: System is guided by pointing gesture recognition and is focused to e-health and medical sector operation
 - Task to be performed by the partner sought: Technical cooperation agreement.

A UK software company is offering a high performance computing (HPC) platform under license agreement

Ref: TOUK20160218001

A UK software company based in London has developed a user friendly platform which facilitates the access of SMEs and other organisations to high performance computing (HPC) resources from any internet enabled device. The platform has been installed on a supercomputer in the UK and it is ready to be commercialised. The company would like to share their know-how and their HPC platform under a license agreement. A UK software company has developed a platform which makes it possible for SMEs and other organisations to easily and securely access, monitor and manage high performance computing (HPC) resources from any internet enabled device.

Unlike other similar products, this platform is user friendly and can be run on any internet enabled device.

The platform offers private work environments to users, who then fully self-manage their entire resources: people, data, computing and storage budgets, and applications. The platform is software agnostic and gives users access to any application, within a collaborative environment and on a pay-per-use basis. It also makes it possible for HPC resources managers to monitor resources consumption, and to manage projects and end-users.

The platform has been installed on a supercomputer in the UK and it is ready to be commercialised. The company would like to share their know-how and their HPC platform under a license agreement.

The platform is fully user centered and makes access to HPC possible in a fast, direct and mobile way, without requiring IT knowledge. The platform has been designed to serve both advanced users who are Information Technology (IT) competent and users without IT knowledge.

Through its collaboration functionalities, the platform helps users keep track of their projects, their teams, and their software and hardware consumption.

The platform offers HPC resources providers the means to enable new users quickly and to monitor their activities in order to bill them as a function of their usage.

The platform can be used on any internet enabled device and is unique, unlike other products, in its conception as a very user friendly, direct environment as a bridge between HPC resources and users, making it possible both to carry out tasks (compute, program, etc.) on HPC facilities and to manage and administer, at client level

Type and role of partner sought:

The company is looking for industrial or academic partners, who operate true HPC large capacity facilities (supercomputers designed and built for large calculations, HTC, on CPU or GPU) internally or externally: (HPC commercial suppliers, national computing facilities, academic facilities or large commercial firms) to use the platform under a license agreement.

Angebot

Smart and eco-friendly car pooling platform with mobile app

Ref: TOIT20160315002

An Italian university spin-off has developed an eco-friendly car pooling platform, able to easily put in contact potential travel companions through an automated system, real-time accessible through mobile devices, such as smartphones and tablets. Partners interested in services and smart transport solutions, looking for technology integration in order to develop an ad hoc and innovative solution, are sought for technical cooperation or commercial agreement with technical assistance.

In a "smart mobility era" characterized by new business models inspired by the sharing economy, new mobility and transport solution, smart, resource-efficient, climate-and-environmentally-friendly and safe, a young and dynamic Italian company has developed an innovative and eco-friendly car pooling platform that can satisfy the increasing demand for mobility.

The main characteristic of this innovative system is that offers a service easily accessible via smartphone and tablet, allowing to find a travel companion at any place and in real time.

Based on mobile devices with their displacement and position sensors, the system is able to find a potential partner for car ride, thanks to any electronic device.

The car sharing will be facilitated through an assessment of reputations based on a social network automatically created by the system on the basis of the other users' experiences.

Compared to the current concept of car pooling based on planning a trip, which can and often must take place several days before, this innovative solution allows people to get in touch in real time with a community of travelers that can offer a ride or can ask to other drivers.

The SME is looking for partners interested in this innovative solution for technical cooperation or commercial agreement with technical assistance. Partners sought are, on the one side, local entities, municipalities for the implementation or the improvement of their smart transport and mobility services; on the other side, industries and large companies interested on the development of corporate car pooling services. The SME will provide technical support for adapting the solution to specific partners needs.

The Italian SME could be interested also in the participation to collaborative projects, such as H2020 and other international calls in the field of Smart mobility and transport projects (e.g. Smart cities projects).

Type and role of partner sought:

The potential partners could be:

- local government entities and municipalities interested in the implementation of this solution in their smart transport and mobility services;
- industries, large, medium and small enterprises interested in this smart application e.g. for the development of a "corporate car pooling service" for the management of the mobility of employees.

The partner sought could be interested in the implementation of the car pooling platform as adapted by the Italian SME to suite specific needs.

The company is interested in technical cooperation or commercial agreement with technical assistance.

The Italian SME could also be interested in joining collaborative projects, for example in the field of H2020 and other international projects.

Angebot

LongRange ISM Gateway: from 3G to Internet of Things (IoT) market

Ref: TOFR20150116001

A French SME provides gateways on Internet of Things market to enable people to develop their own local network. Helped by LoRa (LongRange) technology, reading and transmission of information is easily made thanks to low power consumption and the use of ISM band (specific long range frequencies). The French SME has developed a LoRa IoT station and seeks industrial partners for integrating this new technology in their own

solutions. A commercial agreement with technical assistance is sought.

The Internet of Things (IoT) is the interconnection of uniquely identifiable embedded computing devices within the existing Internet infrastructure. Typically, IoT is expected to offer advanced connectivity of devices, systems, and services that goes beyond machine-to-machine (M2M) communications and covers a variety of protocols, domains and applications.

A French company has developed a new solution of Long Range (LoRa) gateway for IoT chain. The LoRa IoT station is designed to meet the needs of M2M and, IoT service operators who want to carry out their own network, notably useful for Telemetry and Smartgrids.

The LoRa IoT product is a gateway with technical features:

- ISM 869 / 433 MHz
- 3G
- Linux operated to compute data
- Processor ARM - Linux operating System
- WAN protocol : Open (ETSI M2M), Ethernet
- IMEI inside
- LAN protocol : Open (i.e. IEEE 802.154. and 6lowPAN) on LoRa channels
- Size : 170 x 300 x 300 mm - Weight 2 kg
- Robust and waterproof case : IP67
- Full operating range : -20°C to +60°C
- PowerOverEthernet

The LoRa IoT station has to be installed on high points (communication towers, water towers) and thus can establish bidirectional communication with several thousands of intelligent devices.

It makes easier the set-up of the network and end-points functioning, reduces also the infrastructure costs and enables a compatibility with existing Internet related protocols and thus, allows the operator to focus on its own core business.

The French company is looking for industrial companies interested in integrating this new technology in their own solutions. A Commercial agreement with Technical assistance is sought.

Type and role of partner sought:

The partners sought are integrators, they include the technology in their final solution to provide to their customers with. Moreover, they can have a prospection role in their own country, and provide the French SME through their brand a visibility to the market. They are customers for the technology and business partners too.

Gesuch

Cloud server technologies for multiplayer video games

Ref: TRES20160122001

Spanish company in the field of software publishing and videogame development is requesting commercial agreement with technical assistance with cloud servers technology companies, in order to support their clouding gaming platform. The aim is to achieve high responsiveness and video quality with low network traffic, enhancing its providers portfolio of cloud server technologies.

Spanish SME that develops and publishes games for mobile operators requests cloud computing server technologies to support their current projects, which account for millions of multiplayer videogame petitions worldwide. Servers could be located in various countries, as the SME operates in 48 countries.

Gamers concurrently demand for high responsiveness and high video quality, but do not want to pay too much. Therefore, service providers have to not only design the systems to meet the gamers' needs but also take error

resiliency, scalability, and resource allocation into considerations. This renders the design and implementation of cloud gaming systems extremely challenging. Indeed, while real-time video streaming seems to be a mature technology at first glance, cloud gaming systems have to execute games, handle user inputs, and perform rendering, capturing, encoding, packetizing, transmitting, decoding, and displaying in real-time, and thus are much more difficult to optimize. This is what the company is planning to improve with optimal cloud server technologies. Also the SME have new ideas to improve cloud gaming experience for gamers and reduce capital expenditure (CAPEX) and operational expenditure (OPEX). For this reason it is envisaged a commercial agreement with technical assistance (support on the servers management and maintenance), helping also with the design and implementation of the cloud gaming system described few lines above.

Regarding the company background, it has developed over 300 projects, with more that 60,000 multimedia content including wallpapers, screensavers, ringtones, videos that can be offered within the portal of the carrier. The SME has offices in more than 48 countries worldwide.

Type and role of partner sought:

Type: software partner with dedicated servers that would accept millions of video games petitions.
Role: provider of cloud server infrastructure for multiplayer gaming and associated maintenance, helping with the design and implementation of the system, following directions on error resiliency, scalability and resource allocation.

Gesuch

Technology Development for future internet technology: Internet of Things (IoT) Sensor, Machine to machine (M2M) for Smart city

Ref: TRIN20150824001

An Indian company in the ICT (information & communication technology) sector is interested for technology collaboration in Internet of Things (IoT), smart city initiatives, green initiatives in product development and clean technology utility energy. A joint venture with research and technology cooperation with the partner of interest will be considered. The company has experience in business consulting, business process reengineering (BPR), critical chain project management (CCPM) & ERP.

The company is a startup founded by first generation entrepreneur with experience of three decades with world leading enterprises such as Larsen & Toubro (Information technology, engineering & manufacturing conglomerate).

The company has expertise in business consulting, business process re-engineering (BPR), critical chain project management (CCPM), enterprise resource planning (ERP).

Some key products or services offered by the company include energy management solution, remote management for enterprise network, information technology (IT) enabled services, application development.

The company is looking for a technology collaboration in Internet of Things (IoT), smart city, green initiative in product development, clean technology utility energy. The partner should have expertise in IoT, embedded smart cloud analytics and IoT security. The type of partnership considered would be joint venture with research and technology cooperation. The role of the partner would be to provide technology transfer or technology know-how in the interested areas of collaboration mentioned.

Type and role of partner sought:

Looking for an industry partner in the information & communication technology sector with experience in Internet of Things (IoT), smart city initiatives, green initiatives in product development and clean technology utility energy.

The company would consider joint venture, research and technology cooperation, technology transfer in the above mentioned areas of interest.

Gesuch

Seeking unobtrusive vital signs monitoring technology

Ref: TRSG20150902001

A Singapore-based client that provides technology solutions is seeking unobtrusive (non-contact) monitoring technologies that can measure vital signs of users while sleeping, not limited to respiratory rate, heart rate and movement for use in areas such as healthcare and wellness.

The client is open to various types of partnerships such as:

- i) Joint Venture
- ii) Technology licensing
- iii) R&D cooperation
- iv) Technical cooperation

The Singapore-based client is an ICT solution provider, developing Internet of Things (IoT) devices, in the area of health and wellness for end consumers.

They are seeking unobtrusive monitoring technologies that can measure vital signs not limited to respiratory rate, heart rate and movement. Its application will be in the area of health and wellness. The technology sought is to be incorporated in their product.

As such, the client would not be keen to explore any wearable technologies as the intent is to create minimal disruptions and inconvenience to the patient in carrying out the monitoring.

The client is keen to seek the following types of partnerships:

- i) Joint Venture
- ii) Technology licensing
- iii) R&D cooperation
- iv) Technical cooperation

Type and Role of Partner Sought:

The client is open to work with research institutes, universities or commercial entities for this collaboration.

Gesuch

iDecide

Ref: TRIN20150703001

An Indian startup company is developing a mobile healthcare application with over 25 modules including clinical record management and patient education. The company is looking for joint venture agreement, research cooperation agreement or services cooperation agreement. The application would increase patient provider interaction and strengthen the patient interaction enabling patient to be a good negotiator with providers.

The company is a startup that promotes mobile health products. The company is a public limited company started by 7 public health experts for the promotion of technology for bringing patient engagement in healthcare.

The company specializes in patient education, information technology (IT) for health, mobile phone technology for health, developing patient education materials. The product iDecide is a mobile phone application which facilitates patient provider interaction with the help of smart phone. The product needs to be downloaded and subscriptions can be made as subscriber or provider. Subscribers are mostly patients and general public. Providers include doctors to small clinics to medical colleges across the world. The patient choices are enhanced by facilitating provider enrollment into the app from various categories of providers. This will ultimately facilitate provider competition which will benefit the patients in terms of cost and quality. The basic idea is to develop an interactive healthcare application that can be downloaded to any mobile device/ iPad/ tablet/ laptop.

The collaboration can be either a joint venture agreement, research cooperation or services cooperation. The partner should have capacity in software development, mobile app development, marketing strategy development and working with smart cards.

The uniqueness of the product is that the patient has an option to become experts and earn by giving opinion on service on the app. Patients thus have an opportunity to get financial return. The expertise that the project looks forward to develop is electronic clinical data management for diagnostic management, clinical data mining for disease surveillance and illness prediction for early prevention and cost reduction through promoting patient centric and accountable healthcare systems.

Type and Role of partner sought:

Looking to collaborate with industry, innovators, marketing and producer industries, information technology (IT) consulting firms.

The type of activities expected from the partner of interest include health education material development, software development, developing sensors, product marketing and developing partnerships.

Through joint venture agreement, research cooperation agreement or services agreement, the company is seeking to develop this mobile phone app in android, windows and others.

Gesuch

Knowhow in agro and food sectors needs for R&D cloud platform remodelling

Ref: TRES20141002001

A Catalan bioinformatics SME specialized in providing scientific cloud solutions and data analysis for computational drug discovery seeks a northern European SME or R&D institution capable to provide knowhow in agro and/or food domains in order to identify market needs and to test its adapted solution for these fields by a Technological Cooperation Agreement, where co-development of domain solutions are considered. Only partners from Sweden, Norway, UK or Denmark are sought.

This biotechnology company is specialized in researching, developing and providing computational cloud technologies, research consultancy services and software for computational drug discovery and scientific big data covering bioinformatics and computational chemistry needs.

SME's in house developed software and technology allows to improve the research process making predictions before assaying them in the laboratory. Offered as a cloud service it gives the possibility of using software paying only for its real use, with no worries about hardware deployment, software installations, upgrades and backups and allowing computing infrastructure to grow or decrease as necessary.

The software that should be adapted for agro and food domains is currently used on computational drug discovery where it allows users to:

- Screen databases looking for compounds with similar biological profile and/or similar structure and biochemical properties.
- Predict the biological profile of compounds.
- Manage chemical databases
- Analyse huge sets of biomedical data

Immediate uses for agro and food have been identified where the solution would provide services for:

- Pesticides design, repurposing and molecule optimization
- Crops monitor and data analysis
- Design of Functional foods and claims justification
- Nutraceuticals formulation
- Bioinformatics for phenotype optimization/prediction

Type and role of partner sought:

The partner sought is expected to support the SME on the agro/food markets needs identification and on development and migration of the already on the market scientific platform for drug discovery.

Since the SME has already identified possible uses of it, the team has already started to develop software tools, so the partner is also expected to test this software.

Gesuch

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.

Gesuch

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 EE-07-2016-2017 - A French SME is looking for SMEs, universities and research organizations specialized in smart homes

Ref: RDFR20160302001

A French SME has developed a smart home innovative service enabling individual owners using electric heating system to manage their energy consumption. They are looking for partners for the H2020 EE-07-2016-2017 call. Requested partners are SMEs and sociology researchers with strong scientific background and/or deep knowledge in the field and with expertise in user interface. The partners will be in charge of analyzing and optimizing the link between smart home technologies and users' needs.

The solution developed is a smart home service which targets three main actions for the heating management for the individual house owners:

- reducing the consumption through a precise control of the heaters
- reducing the energy subscription thanks to power management;
- contributing to the national peak shaving without having bad influence on the comfort

This service is supported by an intuitive and user friendly interface, to make it easy and attractive to supervise the house's heating even with a remote connection.

Main advantages of this solution:

- This new smart home service is an eco-innovation initiative designed to reduce significantly the energy demand in electricity which will offer definite economic and environmental benefits.
- Another strength is the sociological approach used to define the interface. It has been conceived with a deeply analysis of feedbacks from customers to make it easier and intuitive the use of the service.
- At national levels, this new service would contribute to peak shaving through off-switching the heaters during the energy consumption rush hours.
- Reduction of the energy bill cost for the consumer.

Nowadays most of the technologies used in home automation are world-wide developed and available for all (smartphones, networks, etc.). This means that no obstacle is to be found on the field of technology. The objective of the project will be to work on the users' field, focusing on how they perceive technology in their daily use and preferences.

For these reasons the partners yet engaged in the consortium are looking for partners which already have a smart home service running for individual owners and for hardware developers for aspects related to security, health and energy.

Whereas the existing consortium skills include skills in technology of heating optimization and sociology, they would like to go one step further to share their methodologies with partners with a deep scientific background from other European countries.

The consortium already includes: the French SME who has developed the solution, a SME expert in optimization of renewable energy self-consumption, a retailer of smart home devices, and a Research & development social sciences team from a large company.

Requested partners are SMEs and sociology researchers from outside France with expertise in user interface. The requested partners will be in charge of analyzing and optimizing the link between smart home technologies and users' needs. The coordinator is requested.

The call:

- H2020 EE-07-2016-2017 "Behavioural change toward energy efficiency through ICT"
- Call deadline: 19th January 2017
- Deadline for the expression of interest : end of June 2016
- Duration of the project : 24 months

Technical Specification or Expertise Sought:

Partners sought:

The existing consortium is looking for partners from all around Europe:

- SMEs
- Sociology researchers from universities and other research organizations

Specific areas of activity of the partner sought:

- Smart home suppliers

- Smart home devices developers
- Energy efficiency specialists
- Data security specialists

Field of expertise/ experience:

- Strong scientific background and/or deep knowledge in the field to co-develop the research project.
- User interface

Task to be performed:

- Analysis and optimization of the link between smart home technologies and need's users