



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

### **Kooperations- und Technologiegesuche und –angebote September 2016**

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

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

Der Newsletter enthält Einträge zu folgenden Schwerpunkten:

Informationsverarbeitung, Informationssysteme, Workflow Management

IT und Telematik-Anwendungen

Multimedia

Telekommunikation, Networking

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

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

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

Insbesondere Mittelständler wagen aus Gründen der Kosten- und Risikominimierung oftmals den Schritt auf Auslandsmärkte zunächst über einen Vertriebspartner im Zielmarkt. Hierfür kommt die Zusammenarbeit mit einem Händler, einem Handelsvertreter oder auch einem Außendienstmitarbeiter in Frage. Die Unkenntnis der vertragswesentlichen Eckpunkte für internationale Vertriebskooperationen kann jedoch schnell zu umsatzmindernden Missverständnissen und spätestens bei der Vertragsbeendigung zu kostspieligen Konsequenzen führen. Denn die rechtlichen Rahmenbedingungen und vertraglichen Gestaltungsoptionen für die Zusammenarbeit mit Händlern und Handelsvertretern variieren je nach Form der Vertriebspartnerschaft sowie in Anlehnung an die Zielregion. Hinzu kommen beim Vertrieb über Händler vermehrt kartellrechtliche Anforderungen zum Tragen, die bei Nichtbeachtung strikt geahndet werden. Und auch für die Gestaltung der Regelungsinhalte von Lieferverträgen sowie die Verwendung von AGB gelten im weltweiten Vertrieb besondere Regeln. Die Veranstaltung gibt einen umfassenden und praxisnahen Überblick über die rechtlichen Grundlagen, die Exporteure beim Auslandsvertrieb kennen sollten. Die Teilnehmer lernen die wesentlichen vertraglichen Regelungsinhalte und Gestaltungsoptionen für AGB, Liefer- und Vertriebsverträge im Auslandsgeschäft kennen. Die Teilnehmer erhalten umfangreiche Seminarunterlagen inkl. Musterverträgen.

Teilnehmerentgelt: 215 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier, 307

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

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

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

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

Teilnehmerentgelt: 245 € zzgl. MwSt.

Veranstaltungsort: IHK Trier

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

**Arbeiten in Luxemburg - Aktuelle Entwicklungen im Bereich Steuern, Sozialversicherung und Arbeitsrecht für Grenzpendler“, 6. Oktober 2016, 10.15 Uhr – ca. 16.15 Uhr**

Rund 28.000 Arbeitnehmer aus der Region Trier pendeln täglich zu ihrer Arbeitsstätte nach Luxemburg. Einige regionale Unternehmen beschäftigen Arbeitnehmer zeitweise sowohl an ihrem Firmensitz in Deutschland als auch in ihrer Niederlassung in Luxemburg bzw. entsenden ihre in Deutschland ansässigen Arbeitnehmer im Auftrag der Luxemburger Niederlassung zu Arbeitseinsätzen nach Deutschland. Für die korrekte Behandlung solcher grenzüberschreitender Sachverhalte müssen sich Arbeitgeber mit einer Reihe von steuer-, sozialversicherungs- sowie arbeitsrechtlichen Regelungen vertraut machen und Gesetzesänderungen unbedingt im Blick behalten. Die Veranstaltung verschafft Arbeitgebern und Arbeitnehmern einen praxisnahen Überblick über wesentliche Grundlagen des Arbeitsrechts in Luxemburg und informiert über die korrekte steuer- und sozialversicherungsrechtliche Behandlung von Grenzpendlern und Salary-Split-Beschäftigungsverhältnissen.

Teilnehmerentgelt: 175 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier, Tagungszentrum

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

**„Reisekostenrecht für Auslandseinsätze in Europa“, 25. Oktober 2016, 10.00 Uhr - 17.15 Uhr**

Die Gesetzesnovelle des steuerlichen Reisekostenrechts hat für Unternehmen aller Größenordnungen mit Reisetätigkeit zahlreiche Änderungen mit sich gebracht, die bei Nichtbeachtung Sanktionen nach sich ziehen. Zudem ist es auch bei grenzüberschreitenden Sachverhalten (Auslandsentsendungen) zu einigen Anpassungen sowie zu Neuerungen bei der Lohnsteuer und der Sozialversicherung gekommen. Unternehmen müssen daher ihre innerbetriebliche Reisekostenregelung an die Vorgaben der Gesetzesnovelle anpassen. Zudem liegen zwischenzeitlich auch Praxiserfahrungen bezüglich des Umgangs der Finanzverwaltung mit den Neuregelungen vor. Die Veranstaltung richtet sich an Leiter/innen und Sachbearbeiter/innen aus den Bereichen Personal, Buchhaltung/Rechnungswesen und Verwaltung sowie an Steuerberater/innen.

Teilnehmerentgelt: 195 EUR zzgl. MwSt.

Veranstaltungsort: IHK Trier, Bildungszentrum, Raum 2.5

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

## Kooperationsgesuche international (Auswahl!)

### Kooperationsgesuch

**Country:** Romania

**Reference:** BORO20151001004

**Summary:** The Romanian company provides advanced equipment, integrated systems and latest generation technologies and also proposes complete solutions, which are including consultancy and feasibility studies, design, project management, site supervision, logistics, system configuration, fitting out works, service and maintenance.  
The company is open to establish business cooperation within a services agreement, outsourcing agreement or to become subcontractor in large projects.

**Details:** The Romanian company was established in 1999 and is an integrator of solutions and systems designed for security, safety, electrical installations, automations, audio-video, video-conferencing and IT&C industries.  
The company team provides consultancy services in security, safety, electrical installations, BMS (Building Management System), IT & C and audio-video fields and prepares feasibility studies on demand.  
The company has extensive experience in project designing and is licensed to design fire signalling, alarm and warning systems. It also holds certificates of competence in the field of electrical installations, issued by authorized regulatory and supervision bodies.  
Since 2009, the company has a modern showroom in the country, that displays the newest technologies in security, safety, electrical installations, automation, video conferencing, audio-video, IT&C industries. The showroom also houses a modern training room, where the company team organize presentation and training sessions for stakeholders.  
The company created in 2014 a modern R&D (research & development) department, equipped with state-of-the-art equipment, where a team of researchers with extensive background in this field is working. The department activity is focused on planning, designing and implementing of the research-development strategies in the following fields: Smart City, Safe City, Smart Building, etc.  
  
The experience and projects developed by the company attracted the attention of several international partners who have chosen to subcontract the company in order to implement projects in different international locations. Also, the company has the resources and the expertise to become a partner in everything IT outsourcing related for institutions and companies from: R&D, automotive, critical infrastructure, industrial engineering, edutainment, and health.  
  
The company is looking forward to developing its visibility abroad and offers subcontracting and/or outsourcing cooperation in the field of integration of ICT systems. Also, the company is interested in a services agreement.

## Kooperationsgesuch

**Country:** Spain

**Reference:** BRES20160713001

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

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

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

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

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

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

## Kooperationsgesuch

**Country:** Poland

**Reference:** BOPL20151223001

**Summary:** Polish company - an experienced ICT and infrastructure systems integrator - offers professional solutions for remote monitoring of industrial and municipal systems and objects as well as other typical M2M (machine-to-machine) applications. The company is interested in cooperation with entities from the utilities sector, based on subcontracting and services agreements. They are also looking for distributors of their products.

**Details:** The company is a Polish ICT and infrastructure systems integrator with more than 25 years of experience. Over this period the company has steadily expanded their portfolio which now covers several technology fields. They mainly specialize in M2M (machine-to-machine) solutions focused on automated remote meter readout systems for the utilities sector (gas, water, energy etc.), which can be used in smart grid installations. They design and deliver end-to-end services, acting as a designer and turnkey contractor as well as a subcontractor.

Their offer includes a range of solutions for monitoring of system parameters as well as management of technology processes and resources.

It is a complete and flexible open platform, based both on hardware and software components, for data transmission in a wide range of wireless transmission technologies. The system consists of a communications device (terminal or router) with utility software and a management/diagnostic application for each of the hardware components. Data transmission is possible in such technologies as 2G, HSPA (High Speed Packet Access), LTE and CDMA (Code Division Multiple Access). This system's feature set is significantly broader than that offered by typical communications units used in AMR (Automatic Meter Reading) systems.

The company clients are mainly medium-sized and large companies and organizations, as well as public administration bodies. An extensive portfolio and a list of implementations are available upon request.

The company works in accordance with the ISO 9001:2008 standards. They are also Prince2 certified Project Managers. They have experience in cooperation with such countries as Lithuania, Czech Republic and Belgium.

They offer to be a subcontractor in the field of design, consulting, deployment and maintenance of the systems for entities in the utilities sector. The company offers also a wide range of telecommunication solutions which can be introduced by their partners based on services agreements: network systems and server platforms solutions, storage and data archiving, e-banking and corporate finance solutions, cooling systems, custom software etc.

The company would also like to find distributors for their products and services in order to enter the new markets and extend portfolio of their partners.

## Kooperationsgesuch

**Country:** United Kingdom

**Reference:** BOUK 20160808003

**Summary:** A cyber safety company from the UK has developed a software solution that targets the threats that in particular children face online from predators, bullies and aggressors. Using cognitive computing to contextualise content, the software blocks in real-time harmful messages and content before they are seen by the user and damage is done. The company is looking for internet service providers for a licensing agreement.

**Details:** The software as a service runs on the mobile devices of parents and their children. It uses artificial intelligence to pattern a user's behaviour, analyses sentiment and then predicts outcomes based on probability and sentiment analysis. The software runs on Windows, Android and iOS and runs invisibly in the background of all devices advising parents of risk, automatically blocking harmful messages and content as determined by the parent who is given the tools to filter messages and content according to their cultural orientation and beliefs. Parents pay a monthly or annual licence fee.

Currently the software handles the English language but can be extended to other languages on

demand.

The UK based company seeks international partners such as internet service providers (ISPs), broadband providers, wireless network providers interested in offering the software in their countries under a licensing agreement.

No other provider of cyber safety and parental control systems blocks harmful incoming and outgoing messages across all social networks and notably Facebook, Twitter, Instagram, Snapchat and others.

The offered solution is a pro-active and real-time system with a big data back-end infrastructure that instantly scales to demand. It is the only solution to let users filter content based upon their own cultural orientation and beliefs. They decide what gets blocked and what doesn't and can for example set different tolerance levels for their 8 year old daughter compared to their 14 year old son.

The software blocks outgoing messages as well as incoming. It can for example detect messages of a sexual nature and prevent sexting and harmful content being sent.

Blocking harmful content before it is seen provides enormous social benefits. Cyberbullying is a modern day issue that affects millions of children around the world. They suffer from depression, anxiety and are at risk to self harm and suicide. The risks of grooming and radicalisation are well documented. The software blocks messages and content to combat these threats .

## Kooperationsgesuch

**Country:** Portugal

**Reference:** BOPT20160809003

**Summary:** Portuguese company that has developed an innovative system for operational management, localization and productivity management is looking for partners abroad, namely agents. The company also looks for partners interested in outsourcing or joint-venture agreements.

### Details:

Portuguese start-up, a spin-off of a public university, has developed a low cost intelligent system that combines cutting-edge technology of web system with mobility solutions, accessible to plan and control operations, workers, vehicles, locations and resources in real time.

The company vision is to develop flexible, modern and low cost solutions that can contribute to increase the quality of life of its users and to increase the enterprise's operational efficiency.

The company is in the beginning of internationalization process, looking for business opportunities that allows their sustainable growth. Although the international strategy is not completely defined, the company has already an important international player for international distribution and relevant national players namely an important Portuguese media holding company and a developer and provider of a state-of-the art turn-by-turn navigation software for smartphones, automotive and personal navigation devices company.

The system is composed by an app for mobile phones or tablets and also a web application for management:

1- The app allows workers to have permanently updated information regarding their tasks, allowing them to report to the central system, their execution progress.

2- The web application allow managers to plan and follow-up the tasks execution, as well as, to control in real time the company's productivity and other business indicators. The automatic planning minimizes fuel cost, ensuring that all tasks are performed by the right worker (namely right qualifications), according to his specific geographic area of activity and the vehicle load capacity and load associated to each task.

This system presents several benefits like for instance fuel savings, decrease vehicle maintenance costs and to manage the company resources, including human resources, more efficiently.

The system is relevant for distinct industry sectors, namely: security (of physical installations), distribution and logistics, transport and any industry that relies on a sales workforce or that provides after sales technical maintenance.

To increase their presence in international markets and to increase the visibility of their solution, the Portuguese company looks for partners interested in acting as agent.

The company is also open to other types of partnership, like outsourcing or joint-venture where the Portuguese company can further develop a customization or a newly specific solution that can be sold with third party's brand through revenue share.

## Kooperationsgesuch

**Country:** Spain

**Reference:** BOES20151130002

**Summary:** A Spanish SME located in Barcelona has developed innovative interactive and multi-touch devices and software solutions for different sectors: museums, e-education, restaurants, industrial applications, leisure, e-health, retail, and events. The company wishes to expand internationally, and is therefore looking for reliable agents / distributors.

**Details:**

This Spanish company, Barcelona based, has developed innovative interactive and multi-touch solutions, thanks to their specialised team in interactivity and large format with the aim of changing the way of connection of devices.

The company offers the following solutions:

- Multi-touch ergonomic tables, with more than 50 simultaneous points. It allows the execution of personal applications through 3D multi-touch interaction as well as standard applications in third multiuser mode (browsers, pdf, office, etc.)
- Multi-touch frameworks to convert interactive wall, a screen or in multi-touch video-wall. It exploits the ability of more than 50 simultaneous detection points, and it incorporates LED monitor, PC content, and liquid-tight enclosure.
- Multi-touch software: multi-touch desktop offers customized selection with free position menus and it is optimized to use in multimedia presentations, images, videos, and browsers on multiuser environment. Multi-touch applications can schedule and synchronize Bluetooth or Wi-Fi with other devices, tablets, smartphones, NFC (Near Field Communication), home automation, DMX (Digital MultipleX), and augmented reality.
- Software development: augmented reality apps designed for mobile environments, such as tablets and large format devices. It interact differently with the environment through geolocation, processing of QR (Quick Response) codes markers and recreates of 3D environments for viewing and navigation.
- System management of multimedia content: this is digital system which allows content updating remotely, distributed, regardless of cost and time needed for static signage.
- LED video screens: modular assemblies for large areas, events and outdoor advertising. Customized Control Panel (CCP) for LED video-screen and rear-projection scoreboards.
- Multimedia queue integrated systems with interactive displays allow additions, easy understanding by the user while they are receiving interesting content.
- Online booking for sport and game centres systems allowing to manage the use of sport space more efficiently. This system offers the users the immediacy of a web system, while reducing staff



dedication to its upkeep.

These innovative solutions can be applied in several sectors such as museums, e-education, restaurants, industrial applications, leisure, e-health, retail, and events.

To increase their international presence, the company is looking for partners willing to incorporate new interactive solutions to their portfolio. The ideal partner should be present in the following sectors: museums, e-education, restaurants, industrial, leisure, e-health, retail and events companies/entities. They are offering a commercial or distribution agreement.

## Kooperationsgesuch

**Country:** Portugal

**Reference:** BOPT20151201001

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

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

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

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

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

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

The product provides a full management solution including:

1. Modernizing the collaboration and workplace of the relevant stakeholders in the hierarchies, reducing costs while freeing time to more relevant and value adding tasks:
  - employees involved in hierarchical processes;
  - business decision makers;
  - board members and top leadership team.
2. Speeding processes with faster decision-making and easier to keep-up with compliance;
3. Accessing just-in-time information;
4. Delivering transparency to the leadership on what's «going on» in the organization and what's being decided in the different hierarchies;

5. Enabling agile processes with powerful collaboration and team work;
6. Supporting multi-board/multi-hierarchies and multi-organization scenarios like corporate conglomerates;
7. Providing hierarchical relationships between multi-board/multi-organization scenarios;
8. Applying game mechanics to stimulate self-help and desired employee behaviors for increased business productivity;
9. Supporting multiple role scenarios for each individual;
10. Auditable to an extreme granular level;
11. Convenient processes implementation by configuring conditional rules without requiring coding.

Some features contained in the app:

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

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

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

## Kooperationsgesuch

**Country:** Italy

**Reference:** BOIT20160404001

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

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

The start up plans to access the market in 14 months. Currently the start up has developed a prototype version of the app and it has tested the app. Furthermore, a website presenting the project is online.

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

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

Stage one:

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

Stage two:

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

Stage three:

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

## Kooperationsgesuch

**Country:** Turkey

**Reference:** BOTR20160330001

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

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

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

The characteristics of the software are as follows:

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

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

The company produces information and solutions to its customers through using all of the tools regarding science, management and informatics effectively. The company has been a consultancy

to a number of international distinguished brands on the quality, productivity management and management systems since 2013 and have had considerable experience on these areas. When we compared the management system developed by the company with its rivals, the software is easier to understand, easy to use and the system is lean.

The advantages of the developed software are as follows:

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

## Kooperationsgesuch

**Country:** Spain

**Reference:** BOES20160425001

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

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

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

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

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

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

## Kooperationsgesuch

**Country:** Turkey

**Reference:** BRTR20160420001

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

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

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

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

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

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

## Kooperationsgesuch

**Country:** Spain

**Reference:** TOES20150410001

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

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

Potential customers near the digital display can scan the QR code displayed in screen or typing the

URL in the browser linking the mobile phone with the interactive showcase. While connected, the content being displayed on the showcase is remote controlled using gestures on the touch screen of the user device.

Thus the user can:

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

Key features are the following:

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

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

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

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

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

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

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

## Technologie & Know-how international

### Technologie ANGEBOTE

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Slovak company has developed an information system based on relational databases and object-oriented design for use in customs administrations. They seek for partners for further testing and development.	TOSK20160708003	16
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### Technologie GESUCHE

Titel	Referenznummer	Seite
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### **A cloud-based and customisable ERP solution specifically designed for SMEs**

**Ref: TOMK20160801001**

A Macedonian company specialised in business software applications offers cloud-based Enterprise Resource Planning (ERP) suite specifically dedicated to the needs of SMEs. The solution is highly modular, offers advanced functionalities and provides more economic, monthly offers, without limitations on the number of users. The company is looking for new SME clients or software vendors for cooperation under commercial agreement with technical assistance or licensing agreement.

The Macedonian company has over 20 years of experience in developing business applications (ERP, Human resources, Customer Relationships Management - CRM) as well as project management and business architecture solutions. The company is specialised in designing customised software solutions for clients from a variety of sectors (insurance, banking, manufacturing, trading, healthcare, public sector etc.). Its particular expertise involves development of iOS, Android and cloud-based applications dedicated specifically to addressing the needs of SMEs.

In the last 15 years, new technologies have pushed enterprises both large and small to rethink their process management, including implementing an ERP to help them organise and optimise the way they do business. There are many business software offerings currently available on the market, however most are focused solely on the needs of large enterprises. For small growing companies, it is much more optimal to start small in a software solution and add new features little by little as the business expands and evolves. Thus, a flexible and modular approach works best for SMEs. In this respect, a cloud-hosted ERP solution offers a number of advantages over a traditional ERP that is installed locally, being more flexible and able to adapt to a growing and changing business.

The proposed solution represents a cloud-based and highly modular ERP solution specifically designed to solve SME needs. It represents a suite of business apps that are easy to deploy and that cover a variety of company needs (CRM, eCommerce, accounting & finances, point of sale, project management, etc.). As each business function is carried out by a dedicated app, the solution allows growing businesses to start with a few apps and to adopt more as their needs change and evolve. All user data are stored in a unique database in order to guarantee data consistency and integrity. The solution is easy to be used due to its integrated help, dynamic screens, web access, simplified and extended interface mode. The number of modules is very large with most commonly used being the following:

- CRM – integrated management of customers, prospects, leads, scheduling phone calls and meetings, integration of e-mail outgoing and incoming;
- Sales – sale cycle management, offer and order, prices lists;
- Finances – invoicing, multi-currencies, multi-companies, payment management and follow-up, analysis: table charts, pie charts, bar charts.

The modular structure and number of functionalities offered are the key distinguishing characteristics of the proposed solution. Unlike the existing products, it supports in-store sales, enables electronic signatures and provides quotation templates. Concerning CRM, it provides for lead scoring, VOIP and live chat, whereas finances related advantages include alerts and bank interface, only to name few.

The solution is really suitable for internationalisation as it can easily feature multi-lingual screens and reports, translatable data fields, and Unicode support. The company wants to utilise further the solution's adaptability and internationalisation potential by entering into new markets beyond the neighbouring region. In this respect, the company wants to reach out to new users, companies from any business sector, interested in improving their business processes by deployment of the solution that if needed can be fully customised to their specific needs. To achieve this, the company is offering the solution to the potential users both directly and indirectly via cooperating software vendors that are interested in expanding their current offering and that have access to SMEs in a need of business apps. The potential partners will be able to use the solution under defined licence fee or in case of customisation (to the needs of direct user or for a specific market) under the terms of commercial agreement with technical assistance.

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

- Type: SMEs including IT service providers.
- Activity: SMEs from any business or industry sector looking for ERP solution, IT companies operating as vendors for business software solutions.
- Role: SME users to deploy the solution under defined licence fee or to use customised solution with the technical assistance from the Macedonian company. Software vendors to sale the solution to their respective markets under the terms of licensing agreement or commercial agreement with the technology holder providing necessary technical assistance during the overall process.



## Angebot

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

**Ref: TOSK20160708003**

A Western-Slovakian software company has developed a new information system for use in co-operation with customs administrations. This software creates internal documentation by using basic standards and diagrams generally used for documentation of structural or object-oriented design, and the level of quality is provided by product control in relation to customer in each phase of information system development. This company seeks partners for further development and testing of this system. A Slovakian software company has developed a new software solution that is used for CASE (computer-aided software engineering) tools, SQL (simple query language) standards, designing of object-oriented implementation, configuration controlling for identification and administration of various products. It is a new information system on Intel platform that makes use of relational databases (Informix, Sybase, SQL 7 and Oracle). This software creates internal documentation by using basic standards and diagrams generally used for documentation of structural or object-oriented design. Technological distributions of data and functions are placed in a WAN (wide area network) environment. The level of quality is provided by product control in relation to customer (user requirements) in each phase of information system (IS) development.

The company created a method for testing product outputs in all 3 phases of tests (alpha, beta and gamma).

Information system is applicable in different uses, mainly for customs administrations.

There are several advantages of this unique system compared to others. Comparing to already existing systems, this system can integrate business processes B2C/B2G (business to consumers/business to government), the modules match the requirements of legislation and recommendations of EU and are assigned all categories of companies. There is also an opportunity to communicate electronically with some modules of customs administrations systems and subsequent opportunity to monitoring the life cycle of customs document. The system could be extended by other languages mutations and by communication with additional customs administrations in EU and by other members of NCTS (new automated transit system), as well. There is also an opportunity to create and use one common database by several subjects.

This company seeks partners for further development and testing of this system. Preferred type of cooperation is via technical cooperation agreement.

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

Type of partner: no preference

Filed of activity: no preference

Role: This company seeks partners for further development and testing of this system. Preferred type of cooperation is via technical cooperation agreement.

## Angebot

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**Solderable system-on-module for embedded applications**

**Ref: TOC220160810002**

A Czech company with long tradition manufactures solderable system-on-module for embedded applications. Main advantage is unlimited software possibilities, high configurability and easy board placement and soldering. The company is looking for international partners for a commercial agreement with technical assistance or a technical cooperation agreement.

As the electronic systems integration degree grows, the demands on the production technology get higher and higher. Pitch reduction and circuits encapsulation almost excludes usage of one or two-layer printed circuit

boards and production at semi-professional workplaces. But even fully professional products get considerably more expensive if a simple board needs to be controlled by a micro-controller unit.

The solution is a use of modules integrating all components requiring high precision, leaving the motherboard as simple as possible. Such solution is offered by the Czech company – a solderable system-on-module for embedded applications. The solution offered is based on system-on-chip or system on module with ARM Cortex microcontroller and also with Field-programmable gate array (FPGA). Quick and easy development is ensured by a standard connector. All this is compressed on a 16 cm<sup>2</sup> only with various software possibilities.

The module is placed on a thin ledge allowing the parts placement on both sides. Together with a high degree of integration it minimizes the module size, giving also an option to use the surface of motherboard for other (hidden) components. Rapid simplification of the motherboard circuits leads to usability of cheaper production technology and hence a significant price cut. The module is intended to be soldered directly on the board using RIM connector, providing various ways of assemblage – pin header connector (dismountable), half-round connection (solderable), RIM connector (solderable) and surface-mount technology (solderable).

RIM connector allows users to multiple connect one printed circuit board to another one without connectors or wires because the board has small holes on its rim, which allows easy soldering (hence RIM connector).

The solution of solderable system-on-module for embedded applications offered is suitable for critical applications affected by vibrations, chemicals, temperature fluctuations and so on. There is no need to change this solderable system-on-module when switching from a prototype production to a mass production. The applications are especially effective in small-series products requiring high computing power or powerful microprocessor, respectively. Such applications might be electric engine control, custom-made mobile instruments (e.g. for healthcare sector), instruments for flammable environment etc.

For instance, the solderable system-on-module has been already used in an outdoor charging station for electromobiles.

Main competing advantage is ability of the company to design and deliver embedded applications and solutions as a one-stop-shop: a complex of software and hardware solution including manufacturing, assembly and tests based on a customer needs in-house in one place.

The company is looking for international partners for a commercial agreement with technical assistance - the company manufactures and delivers solution with all technical assistance (such as software, installation etc.) necessary.

The second possible cooperation form is technical cooperation agreement - the company designs, develops and manufactures desired embedded solution specified by the client.

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

Companies or research institutes interested in development of embedded applications using this solderable system-on-module based on a commercial agreement with technical assistance - the company manufacture and deliver solution with all technical assistance (such as software, installation etc.) necessary.

Companies wishing to develop embedded applications and willing to adapt this module to its specific needs based on a technical cooperation agreement - the company designs, develops and manufactures desired embedded solution specified by the client.

## **Angebot**

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### **French Startup propose a Big Data spreadsheet with dynamic charts and easy-to-use advanced analytics solution, for a technical cooperation agreement**

**Ref: TOFR20160805001**

A French Startup specialised in software development has developed visual analytics software that enables observation of data workflow through a Big Data spreadsheet with dynamic charts and easy-to-use advanced analytics, all tightly integrated. A technical cooperation agreement is sought with Big Data solution providers willing to integrate cutting-edge technology to add visual data exploration and analysis functions to their

solution. A French Startup specialised in software development has developed a visual analytics software that enables to visualise any data workflow from a Big Data spreadsheet with dynamic charts and easy-to-use advanced analytics. The software provides a unique and highly integrated dynamic interaction, allowing to:

- Visually explore in real time Big Data sets
- Process your data taking into account your complete dataset
- Work with analytics tools by simply drag'n'drop
- Export animated Graphics Interchange Format (gif) images and share them
- Manage time series extraction of data even with accuracy of milliseconds
- Enable "R language" script execution with a bridge (link) to "RServe"
- Connect to a database.

The Startup seeks a partner which has already a software solution and which wants to add these new functionalities to it. The Startup and the partner will sign a technical cooperation agreement, and will give support to its partner, in order to integrate this new functionality to its software solution.

**Type and role of partner sought:**

Big Data solution providers willing to integrate cutting-edge technology to add visual data exploration and analysis functions to their software solution.

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## Angebot

### Algorithms to produce digital mosaics from images

**Ref: TOIT20151201001**

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

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

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

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

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

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

**Type and role of partner sought:**

Company or applied research centre sought for technical cooperation.

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

Task requested: digital mosaics of artistic quality from images.

## Angebot

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

**Ref: TOIT20160303002**

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

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

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

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

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

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

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

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

## Angebot

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

**Ref: TRSG20150902001**

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

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

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

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

For those occasions when operating with large volumes of information obtained from a user computing device and when some information is susceptible to be used as an evidence in court (for example in the event of a crime), it is necessary to assure the integrity and security of said information with a system that eliminates the risk of data manipulation.

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

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

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

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

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

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

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

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

## Gesuch

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### Chinese advertising company seeks animation/video/information technology

**Ref: TRCN20160726002**

A Chinese advertising company specialized in visual reality, animation, website design and cartoon character design is looking for technology for visual reality, animation character design and website design in the use of advertising, public relation and movie industry. The Chinese company would like to cooperate with a partner for technical cooperation and would also sign a licensing contract to buy a patent from the partner.

This Chinese advertising company specialized in visual reality, animation, website design, cartoon character design is engaged in public advertising and business advertising. It has many patents and intellectual rights on branding character design.

This company is looking for the following technology:

1, Visual reality, this technology integrates computer graphics technology, computer simulation technology, artificial intelligence, sensor technology, display technology latest developments, network parallel processing technology, a computer-aided generation of high-tech simulation system. This company want to use this technology on the video game and somatosensory game;

2, Animation design, refers to the "creative" as the core, animation, comics as a form, including cartoon books, newspapers, movies, television, audio and video products, stage plays and other product development. They want to use animation technology in movie industry and business advertising etc;

3, Three dimensional animation technology, it can be used in television advertising productions, this new technology gives a fresh feeling, and therefore by many customers. Three-dimensional animation can be used for advertising and film and television special effects (such as explosions, smoke, rain, light effects, etc.), special effects (collision, deformation, fantasy scene or character, etc.), advertising products, and so the word fly titles. This company want to use this technology in the movie and business advertising.

They hope to achieve technical cooperation with partners who has interests in Chinese market.

The Chinese company would like to cooperate with a partner for technical cooperation and would also sign a licensing contract to buy a patent from the partner.

**Type and Role of partner sought:**

The Chinese company want to find innovative agency or industrial partners for technology cooperation  
All the technology should be on the market.  
The Chinese company would like to cooperate with a partner for technical cooperation and would also sign a licensing contract to buy a patent from the partner.

**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.

**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