



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

Kooperations- und Technologiegesuche und –angebote Juli 2017

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 3-16** 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 17** 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/Umfragen/Sonstiges -

Client Satisfaction Survey for clients of Enterprise Europe Network

The Survey is addressed to the client organisations, which have used services of Enterprise Europe Network in the period 2015-2016

Dear Clients of Enterprise Europe Network,

Thank you for your time to give input about the level of your satisfaction with the services of Enterprise Europe Network.

To complete the questionnaire, **it takes less than 5 minutes.**

The current survey is designed by Executive Agency for Small and Medium-sized Enterprises, an executive body of the European Commission.

The aim of the questionnaire is to collect answers directly from the Clients of Enterprise Europe Network, who received Network services in the **period 2015-2016.**

The EASME expresses its gratitude to the Partners of Enterprise Europe Network for their cooperation to receive your consent to be included in the Client Satisfaction Survey this year.

<https://ec.europa.eu/eusurvey/runner/ClientSatisfactionSurvey2017>

(Deadline: 05. Juli 2017)

Kooperationsgesuche international (Auswahl!)

Kooperationsgesuch	Referenznummer	Seite
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A Romanian IT company specialised in virtual & augmented reality and wearable integrated solutions is open for outsourcing and/or services agreement and also to becoming a subcontractor in large projects	BORO20150929003	
Polish ICT company offers services of Web and mobile apps development	BOPL20170602001	
Spanish company specialised in management software offers management software system for hotels and hotel chains for distribution services agreement	BOES20170602001	
Greek IT company offers an end-to-end innovative software platform for aggregating, producing, archiving and distributing multimedia content to multiple channels	BOGR20170329001	
Hungarian SME offers IT services and solutions for public collections and cultural institutions in the EU	BOHU20170421001	
A Singapore Company is looking to provide its Business Analytics Platform and Solutions to companies in Europe, through partners in different domains which is Enterprise, government/private sectors and system integrator.	BOSG20170316001	
A Spanish ICT company is looking for international partners in order to commercialize its collaborative learning platform for business professionals	BOES20170405001	
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UK CMS and E-Commerce platform design company seeks web design / web agency partners under services agreement	BOUK20170313002	
A Montenegrin ICT company seeks partners for services agreement	BOME20170209001	
Italian multimedia company offers services of videogame developing and 3D	BOIT20170601001	
Estonian IT company offers its services for firmware and software development	BOEE20170605001	

Kooperationsgesuch

Country: Czech Republic

Reference: BOCZ20170529001

Summary: A Czech research centre has developed software tool for online and offline thermographic measurement. This centre is seeking distributors of either thermovision equipment (infrared thermal cameras, thermography software, infrared temperature sensors) or welding solutions for industry and quality control in production line to distribute the developed software under distribution services agreement.

Details: Current IR (infrared) software is usually sold with particular IR cameras and is unfortunately not compatible with other IR cameras produced by other producers. In case of more IR cameras from different producers, it is not possible to work under one software but there is a need to know how to handle with each IR software and to work with incompatible data. Moreover, commercial software of different producers usually has limited functions without advanced measuring functions, evaluations and settings.

A Czech research centre focused on R&D in new materials and laser technologies has developed software tool for online and offline thermographic measurement with connection to different types of IR cameras. The developed software tool is compatible with many IR cameras from various producers and focused on advanced users of infrared cameras used for research, development and improving technological processes. Another potential application for the software tool is automatic quality control in a production line.

Unique functions of the software tool are as follows:

- frame rate recording is independent of a camera (useful for recording slow lengthy processes),
- function hold max (view the highest temperature recorded over time), eliminating noise with the MPA (multi-purpose analyze) method (the pixels are averaged to smooth out the noise),
- ex-post change of emissivity of recordings, the ability to set different emissivities for different parts of the IR image, correct colour rendering of the different emissivities in the thermogram (the area is "lighter or darker"),
- calculation of emissivity according to user-specified temperature, place with thermographic paint (computation is constantly updated during the measurement) or according to the temperature of the thermocouple (computation is constantly updated during the measurement),
- inspection or monitoring functions: point analysis for sampling more pixels (for smoothing noise),
- temperature monitoring by reference record, detailed control at the level of individual pixels, precise error localisation,
- quantification of severity, detailed settings of monitoring tolerance and input-output communication, logging, ready for integration into production lines.

The research centre is seeking distributors of thermovision equipment (infrared thermal cameras, thermography software, infrared temperature sensors) or welding solutions for industry and quality control in production line to distribute above mentioned developed software. Partner sought should have contacts to research and development centres, automotive industry, mechanical engineering, power engineering or building industry. The international cooperation is expected in form of a distribution services agreement.

Kooperationsgesuch

Country: Romania

Reference: BORO20150929003

Summary: The Romanian company provides specialized services, covering all software, hardware and ancillary technical environment-related aspects of a company. The company service portfolio includes: simple software applications, 3D projection, virtual reality integrated solutions.

The company is looking for foreign companies (private or public) in order to conclude an outsourcing, services or subcontracting agreement.

Details: The Romanian company has expertise in the development and the implementation of advanced software applications, including customized software development: from consulting, planning, implementation and integration of mobile software (on Android and IOS platforms) to 3D, virtual & augmented reality (software development, content development, and turnkey solutions including hardware, software & content).

The company has inaugurated in 2015 a new virtual reality laboratory, equipped with the latest virtual & augmented reality devices and a cave automatic virtual environment where can be tested and demo various virtual & augmented reality applications.

The solutions that the company can provide are applicable to different areas: construction, automotive, aerospace, engineering, education, entertainment, cultural, industrial, healthcare, sports, tourism, military and more.

Turnkey solutions of virtual reality
3D interactive software

- Display 3D content at a very high level of realism in various types of displays
- Create 3D content. By the help of a simple interface, the application allows users with low programming experience to create customized virtual environments in just a few minutes. For the experienced users needing to develop a specialized content, this application is more complex and includes special modules
- Publishing and transmitting 3D content online in real-time (videos, avatars, 3D environments, voice, chat, interactive 3D objects)
- Motion capture
- Interaction with 3D content

Hardware

- Display systems (tablets, smartphones, 3D video projection systems, 3D displays auto, curved projection screens, virtual rooms, autostereoscopic displays, holograms, simulators)
- Movement tracking systems
- Haptic and force feedback equipment (chairs, gloves, jackets, bass-shakers)
- Control and interaction devices (virtual reality glasses, head mounted devices, head trackers, motion trackers, virtual gloves, 3D controllers, joysticks, trackballs, keyboards)
- Augmented reality devices (glasses and tablets)
- 3D scanning and printing devices
- Wearable (watches, portable devices)

Pre-configured virtual reality laboratories

To take full advantage of 3D and virtual reality systems the company proposes turnkey solutions in the form of pre-configured labs that integrate both software and hardware. These have the great advantage of comprising all the components required to perform the most various 3D and virtual reality experiments.

The client wish to enter new markets and is offering subcontracting and outsourced development services to other IT companies present on foreign markets. Also, the services agreement is considered.

Advantages and Innovations:

The company has assembled a team of 60 professionals who come from a wide range of IT and non-IT related background, some of them having a second specialization, such as engineering or architecture. The unique combination of the team adds value by introducing diverse approaches and perspectives in order to coordinate with customers and actively support the projects.

The company is a reliable partner that can provide innovation, discovery, performance and support in everything IT outsourcing related. In order to best fulfil any task, the company constantly invests in human capital and material resources. The company hardware infrastructure base includes cutting edge graphic workstations with virtual reality, augmented reality and software development licenses.

Also, in terms of advantages, the following can be mentioned: usage of latest technologies via highly qualified & experienced staff, cutting-edge knowledge directed at creating state of the art applications, flexible workforce, interactive, collaborative and participative approach to application development, international experience.

Kooperationsgesuch

Country: Poland

Reference: BOPL20170602001

Summary: The Polish SME from ICT sector is a software house specializing in creating Web and mobile applications, online software and outsourcing work. The company offers software development services for start-ups, companies and corporations from e-health, e-medicine, e-commerce, telecommunication and other industries. The team of mobile, front-end and back-end developers offers consulting services to companies looking for business deployment. Services agreement is considered as the basis of cooperation

Details: This small ICT company with headquarter in central Poland has been on the market providing iOS, Android and Web development services since 2013. As the mobile consumer market continues to grow, the company also shapes User Interface, front-end, back-end, APIs (Application Programming Interfaces). The used core technologies include iOS, Android, Windows Phone, AngularJS, JavaScript, NodeJS, HTML5, CSS, JAVA, PHP, .NET. The portfolio comprises i. a. apps for tourism, kids' entertainment, account management, evaluation of consumers' behaviour. The company offers its expertise to foreign branch partners. There is ongoing cooperation with one German partner in the field of ERP (enterprise resource planning) system. The overseas representative is located in Auckland (New Zealand). Polish company can realize projects or be part of a team creating joint projects. Topics to explore are solutions for media, health, automotive and customers as well as software connected with devices. The cooperation can be realized in services agreement. Growth in sales and gaining experience are the desired outcomes of international collaboration.

Kooperationsgesuch

Country: Spain

Reference: BOES20170602001

Summary: Balearic Islands tourism specialised SME is offering a platform formed by an ERP (enterprise resource planning) and a PMS (property management system) of hotel management software, that allows control of all management areas of a hotel establishment or hotel chain in an efficient, flexible and fully integrated way. This solution provides essential support for operational and strategic business tasks. The agreement would include distribution services.

Details: Balearic Islands consultancy for tourism and hospitality businesses is offering a management software system for hotels and hotel chains developed on Microsoft Dynamics NAV (Navision). The company is looking to widen its portfolio of clients with relations to the hotel industry, therefore a distribution services agreement is envisaged. The partner should be dedicated to consulting for hotels and hotel chains that need a management tool for its clients.

The company provides state-of-the-art business management software and world-class services, helping companies all around the world to increase their profits and optimise their procedures with their solutions: ERP (enterprise resource planning), CRM (customer relationship management), document management, business intelligence, and more. The company management solutions cover following sectors: hotels and hotel chains, airlines, airports, handling services, leisure centres and theme parks, incoming travel agencies and, ground passenger's transportation.

In relation to the current profile, the company has proven experience and is a hotel software specialist in:

- Hotel chain orientation.
- Integration.
- Hotel system adaptability
- Business Intelligence.
- POS software specifically made for hotels and hotel chains.

The platform is formed by an ERP and PMS hotel management software based on Microsoft Dynamics NAV (Navision), which provide all the necessary tools to manage all types of establishments (i.e. for holiday, in the city, spa & wellness and resort hotels). The platform is a hotel management system which centralizes these establishments' needs:

- Reception.
- Financial management.
- POS (point of sale).
- Warehouse.
- CRM.
- Central purchasing body.
- Halls and events.
- Business intelligence.
- Mobility solutions
- Etc.

This hotel management software excels for its ability to be integrated with touristic establishment's peripherals, such as:

- Switchboards.
- Magnetic stripe cards.
- Pay-TV systems.
- Document scanners.

As the hotel software is built on Microsoft Dynamics NAV (Navision), users can easily interact, querying or extracting data with other Microsoft solutions as it is fully integrated with Microsoft Office (Outlook, Excel, Word...).

The company's consultancy is dedicated to improve the performance of each department and management area of the establishment, analysing the criticisms and proposing the most appropriate solutions, being able to operate in a short period of time with flexibility and complete autonomy. The company aim is to help clients redesign and organize the operative part of their receptive structure to offer their customers a quality service, achieving or improving the economic-financial and organizational balance, with maximum feasibility.

Kooperationsgesuch

Country: Greece

Reference: BOGR20170329001

Summary: A medium sized Greek IT company offers an automated IT platform for direct and easy access to

aggregated digital content from various sources. The platform enables any user to keep up with the various sources like social media, structured news portals, blogs, RSS feeds etc. The Greek company is looking for partners, international communication and marketing companies with IT background for distribution services agreement in order to install and support the platform to end-users

Details: A medium sized Greek IT company is developing content management applications for any company, group or governmental entity that needs on-line automated search, management, archiving and distribution of mission critical information to customers, subscribers, members, employees or citizens via any modern distribution channel.

The company offers an automated IT platform that fully meets the modern needs of any entity for direct and easy access to aggregated digital content from various sources. Today there are multiple sources like social media, structured news portals, blogs, RSS feeds (Really Simple Syndication) etc that the entity is following. A multithreaded task of the platform is to automatically organize results from these sources into topics & themes. Then to automatically evaluate the expressed sentiments and verify the social media content.

The platform provides editorial tools to support the addition of any other content produced internally or externally (e.g. news agencies). The platform enables also communication, press offices, marketing departments, crisis management departments, legal departments of an entity to manage the entire volume of content collected. The platform provides the appropriate workflows for creating and distributing this content to external and internal stakeholders through multiple channels (print, web, mobile, tablet, social media).

Indicatively, the platform can support media & brand monitoring activities and corporate publishing processes, CRM (Customer Relationship Management) campaigns, content-based marketing strategies while providing sophisticated digital asset management tools. The system also has the intelligence to aggregate, filter content and notify through alerts stakeholders wishing to receive personalized information anywhere.

The Greek company is looking for partners, international communication and marketing companies with IT background for distribution services agreement. The expected collaborator will distribute the platform to companies interested in using it. This requires the installation, training and support of the platform.

Kooperationsgesuch

Country: Hungary

Reference: BOHU20170421001

Summary: A Hungarian company specialized in IT services offers effective hardware and software solutions for public institutions such as museums, libraries, archives and universities. The SME is looking for partners for services or subcontracting agreement in a number of EU countries.

Details: The Hungarian company provides software and hardware for cultural and educational institutions with special emphasis on technology infrastructure, RFID (Radio Frequency IDentification), touchscreen terminal solutions, mobile devices for which it is looking for business partners open to services agreement and subcontracting.

In cooperation with professional partner companies, the SME provides services and products related to software development, system integration and operation, cloud services, Radio

Frequency IDentification (RFID) technology, project management, handling copyright issues and other legal information, e-commerce, Enterprise Resource Planning (ERP) solutions.

The company has created an integrated collection management system in line with the emerging needs of public collection institutions. With automated data mapping, transfer and validation functions harvesting and unifying various cultural datasets becomes possible.

The company has a repository software and solutions for digital asset management. These software products are suitable for processing, storing and supplying digital contents.

The SME has solutions for digital rights management (DRM), eCommerce functions, portal with web2 functions, electronic resource management and plagiarism detection too.

The firm provides the following services:

- software development (for preserving digital cultural heritage)
- hardware for interactive exhibitions
- web portal building and content management system application
- learning management system with e-learning services
- cloud based services, maintenance and support
- high quality data conversion, data mining, semantic data
- gamification and infotainment
- mobile applications

The Hungarian company is looking for potential partners (universities and culture related institutions) who are in need of the above mentioned hardware and software solutions and also, who would like to cooperate with the Hungarian firm in a frame of services agreement, selling software licences and subcontracting in projects where local knowledge and understanding of needs are necessary. The offered services are personalized to the client's needs, after deciding upon the tools what they would like to apply.

Kooperationsgesuch

Country: Singapore

Reference: BOSG 20170316001

Summary: The Singapore company specializes in business intelligence platform for business enterprise and any entity that requires Smart Nation solutions; Smart Urban Mobility, Smart Internet of Things (IoT) integration, Geospatial Analytics for Human Mobility and Smart government. The Singapore company is looking to provide their smart solutions through a service agreement to companies in United Kingdom, Germany, and France.

Details: Founded in 1993, the company's core competency lies in their longstanding craftsmanship in software and in software tool making, having produced a series of well-engineered, highly flexible and extensible developer tools. With the founder having deep software engineering background, such best practices are incorporated into their products resulting in an accelerated development time frame as the products mature through the usual software life cycle.

The Singapore company is looking to provide their Business analytics platform and Smart solutions to company in Europe through a services agreement. By providing these solutions to the Europe companies, it will help them in simplifying data tracking and tracking multiple databases effectively.

With the introduction of a Business Analytics Platform in 2010, The company has been active in Smart Nation Initiatives involving Video Analytics, Big Data Analytics and Visualisation, Internet of things (IoT) Integration and Analytics, and Data Marketplace.

The Company is also an official data service provider of Accounting and Corporate Regulatory Authority (ACRA) of Singapore, where they host and provide value-added reports and data-as-a-service for their entire corporate and financial databases.

(i) Business Analytics Platform
It combines Business Intelligence with cloud computing to provide scalable utility computing

power for demanding Business Analytics applications. With its underlying multi-process architecture, it scales effortlessly across commodity hardware, with full control of the individual system processes. Designed for multi-tenant deployment, a single setup can support any number of customers where each customer group has its own virtual domain securely separated from the rest.

- (ii) Financial Data Analysis
 - Based on Corporate and Financial Data from ACRA
 - 500,000 Companies, 2,000,000 People, 120 Years of Records!

Kooperationsgesuch

Country: Spain

Reference: BOES20170405001

Summary: A Spanish ICT company, has developed a collaborative learning platform for business professionals that empowers its members to grow talent and share knowledge using a large digital business content library and social and content marketing tools. The company is looking for commercial agency agreement.

Details: The modern global digital world of business is based on principles such as sharing economy, collaborative learning or networking. In this context, the Spanish company has developed a collaborative learning platform for business professionals that empowers its members to grow talent and share knowledge using a large digital business content library and social and content marketing tools. The platform provides businesses, publishers and other members the ability to increase brand visibility, establish thought leadership, learn from industry experts and build global connections.

Since its inception in 2012, the platform has had the contribution of close to 300 publishers, allowing the platform to feature nearly 30.000 books, videos, journals, reports, articles and other resources available in English, Spanish, French and soon Chinese. The company is currently active in the Spanish and US markets.

The business model is based on the commercialization of the access to the platform content by bulk subscriptions through companies, institutions, business schools and other organizations. Users have access to all the platform business content for a fee usually paid by their employers.

The company is looking for international resellers/ambassadors willing to cooperate under a commercial agency agreement in order to get new subscriptions.

Advantages and Innovations:

-It applies the sharing economy principles to the knowledge space: Unlike other similar business learning platforms in the market, this platform is the first one that combines business specialized content, professional network and collaborative tools. This integration allows professionals to make comments on any publication registered in the database or even on a particular paragraph. Furthermore, it allows communication between professionals interested in the same publications and subjects, so it provides networking opportunities.

-The platform is designed to be simple, user-friendly and cost-effective.

Kooperationsgesuch

Country: Spain

Reference: BOES20161214001

Summary: Spanish technology-based company, specialised in natural interaction systems, has developed a development framework of mobile applications for cardboard video viewing glasses. The virtual reality 360-degree applications created with the platform will be totally immersive. It offers the technology for licensing or distribution agreements.

Details: A Spanish company has developed a platform for the implementation of immersive 360-degree applications for mobile devices, i.e. virtual reality apps based on 360-degree videos. Just using the Google CardBoard or similar mounts the user can enjoy videos as a virtual reality experience.

The company is specialised in the development of natural interfaces, applied to any product or service, developing solutions on human-computer interaction based on gestures using depth sensors (Microsoft Kinect, Asus Xtion, Panasonic D-Imager) as well as innovative implementations of interaction in mobile devices and apps.

The platform framework is used to create tailored made 360-degree video applications. The SDK (software development kit) allows the development of immersive applications for mobile devices. Using the API (application programming interface) it is possible to embed and visualise 360-degree videos in other applications, share videos privately or through social networks. The CMS (content management system) of the platform allows it to host, manage and share 360-degree videos between different applications and social networks.

The CMS also allows to organise content in broadcast channels and dynamically update content in apps, upload videos to the cloud (the contents will be encoded in H264 and soon in Live Streaming MPEG-Dash) to make the content available at any time, making the user able to share own experiences.

A distribution services agreement is envisaged as the company is looking for to expand its businesses to new countries. The company is also interested to find a partner to license the platform for a return fee within new countries.

Kooperationsgesuch

Country: Italy

Reference: BOIT20170515002

Summary: This is an Italian company located in the south of Italy which is specialized in the developing of information technology solutions. The company was founded in 2014. It is a young entity and is going to expand its activity in Europe. The company's business model is based on integrated solutions that include: software development, technology supply, format design, engineering, artistic direction. The company is looking for partners to offer its service.

Details: This is an Italian company specialized in information technology solutions which recreates above all new models of process and customer experience. The company core business is the creation of new solution through the use of disruptive innovation and disruptive technologies, which are that kinds of innovation that radically change the way consumers are used to thinking about or using products and services and how new ways of competing.

The company innovations represent a paradigm shift that opens new markets and has a significant impact on the purchasing experience.

The company business models are integrated solutions which cover software development, technology supplies, format design, engineering and artistic direction. An example of solution offered is a recent video tutorial for the joinery companies, a system designed to eliminate paper manuals and handbooks and to show the installation of frames, sliding systems and lighting systems through video. Moreover, an advanced shipyard project for companies which operate in the field of contract furnishings, building and refurbishing of cruise ships; an innovative business model developed to significantly reduce the production times of shipyards and improve the management of orders.

The company is looking for European partners to expand its activity in order to offer its services. The type of cooperation considered is the service agreement for the supply of the company services.

Kooperationsgesuch

Country: United Kingdom

Reference: BOUK20170313002

Summary: A UK Content Management System (CMS) and E-Commerce platform design company with a background in web design has developed a highly cost-effective cloud based content management system and Visa approved e-commerce platform that will be sold on a Software as a Service (SaaS) model. The company seeks partners for a services agreement with a need to implement e-commerce in their business or partners in the web design/web agency arena who would like to adopt the system for their client portfolio.

Details: There are many Content Management Systems and e-commerce systems on the market, a lot are open source and offer a level of product for free. However, one of the big challenges facing businesses is that these systems often have a long development time and can be expensive. Additionally, there is an overhead associated with the maintenance of these platforms where there are frequent updates.

This UK company has developed a CMS and e-commerce platform that is hosted in the cloud and uses a proprietary coding language based on java script. The intention of the design was to make the building of websites much faster and easier for developers and the on-going content management and maintenance easier for end-users.

The CMS and e-commerce platform will be available to users on Software as a Service (SaaS) basis where they pay a monthly fee to access. All hosting, SSL certificates, backup and support is included in the monthly fee.

The CMS has full on-page Search Engine Optimisation (SEO) features and the e-commerce platform has built in functionality for coupons and discounts.

The company offers a 14 day free trial to users to enable full evaluation of the software.

The company is looking to work with partners for a services agreement who wish to develop their own e-commerce site or with web design agencies, web designers and developers or marketing agencies that are looking for a reliable and cost effective CMS/e-commerce platform to roll out to their customers.

Advantages and Innovations:

The CMS and e-commerce platform has been designed for more efficient development meaning developers and users are able to make changes and get sites operational much faster than other systems.

The e-commerce platform is one of only three Visa approved systems in the UK and is PCI DSS (payment card industry data security standard) level 2 compliant.

Customers pay for their usage on a monthly basis so there are no long tie in contracts and a fixed monthly fee helping with cash flow and reducing up-front costs.

The system runs in the cloud . All updates and feature improvements will be carried out by the company and will be available to all users. This offers smaller businesses the opportunity to take advantage of features larger business request but they would not normally be able to afford and removes the need for any client side maintenance.

The e-commerce platform uses 256 bit SSL (Secure Sockets Layer) encryption for secure transactions giving customers peace of mind.

The CMS handles page removal and page renaming using 301 redirects to ensure visitors to the site never receive a "page not found" message

The CMS has a fully WYSIWYG (What you see is what you get) interface making it easy to design and modify pages without coding skills.

The company offers full support (including training videos, telephone support, guides and one to one or one to many training) and account management to partners. Partners in the web design/agency arena will be able to earn commission on each client and customers who recommend the platform to others will receive a discount on their monthly subscription.

The company has developed the platform with a number of lead customers and it now has a wealth of functionality that in many cases exceeds the competition, particularly at the price point. They have made some large advancement in cross boarder selling, which allows companies to have localised content for different countries all within the same website.

Kooperationsgesuch

Country: Montenegro

Reference: BOME20170209001

Summary: A Montenegrin company, involved in the developing and distribution of software and the implementation of ICT solutions, is interested in finding partners under a services agreement who will use its wide range of services.

Details: A Montenegro company was founded in 2012. The company is experienced in development of diverse ICT services. The company develops and distributes most advanced software solutions, offers drafting and implementation of ICT solutions for customer needs, provides advisory and technical support, digital marketing and on-line promotion. With a team of experienced professionals they are creating sales strategies, defining market niche, organization and management of the sales process based on Key Account Management principle. They have successfully implemented projects for various respected institutions/partners: a software solution for an electronic database of issued licenses and end users; a solution for web services; software for collecting and processing data on electronic communications and postal services; a solution for developing timetables; software for tracking comments on social networks and the Internet; maintenance services for a register of agro households, as well as cloud document management system (DMS - electronic system for tracking, managing and storing documents-reducing paper) software for small and medium-sized enterprises. The company has also developed several innovative projects: smart buoys, solar panels for charging mobile phones on parasols, noise sensors, etc, which will soon be introduced to the market with the support of several partners. The company is a certified Google partner, as well as Click Attack (leading regional mobile

advertising network) for Montenegro.

The company is also Telecommunications provider offering Internet, IPTV and fixed telephony services.

A Montenegrin company aims to enter a new market of ICT services, databases and software application. A Montenegrin company is looking for partners under a services agreement interested in its services.

Kooperationsgesuch

Country: Italy

Reference: BOIT20170601001

Summary: Italian SME involved in multimedia sector offers its expertise in web-gaming, 3D modelling and WordPress CMS customizations. The company is looking for web agencies interested in establishing service agreements or subcontracting.

Details: A Montenegro company was founded in 2012. The company is experienced in development of diverse ICT services. The company develops and distributes most advanced software solutions

The IT company, founded in 2009, has already reached a very high level of experience in web-gaming, 3D modelling and WordPress CMS customizations.

The company is able to offer the following services:

1) WordPress CMS customizations :

- PSD/AI to WP theme development
- WP Plugin development
- WooCommerce plugins development
- A wide range of WP Plugin already developed and optimized
- Javascript animations
- HTML5 Banners
- HTML5/CSS3, JS, CANVAS, JQuery, Bootstrap, PHP, Mysql
- WebGL

2) web-gaming:

- HTML5 web-games optimized for desktop and mobile devices
- A wide portfolio with more than 200 white label gameplays ready to use and fully customizable
- Flash to HTML5 portings
- 2D/3D graphic designs and animations
- Development of new games
- Branding of the games for marketing purposes
- Development of Sweepstakes and Contests
- Creation of AdverGames

3) 3D modelling:

- Modelling
- Sculpting
- Rigging
- Texturing
- Rendering
- A wide portfolio with more than 150 models suited for CG and Real Time applications and AR
- Unity 3D and Unreal Engine compatibility

The company is intereseted in service agreements and subcontracting.

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Kooperationsgesuch

Country: Estonia

Reference: BOEE20170605001

Summary: Estonian IT company offers its services for firmware and software development under services or license agreement. They are embedded systems engineering office with a focus on firmware, software and product development. They offer project or product based software and hardware engineering services, consultancy and on-demand product development, production and supply. They are looking for new partners in Germany and Sweden.

Details: Estonian company is a embedded systems engineering office with a focus on firmware, software and product development. They are looking for companies who need a partner or supplier for firmware, software and hardware development in their projects or especially for their developed components or devices in their production from Germany and Sweden. They are offering their services under services or licence agreement.

Estonian company can understand physics and can design electronics and mechanics. They can help from idea to production with following services:

- Requirement research, analysis and documentation.
- Proof of concept evaluation.
- Firmware and software development.
- Electronic & PCB design.
- Mechanical & 3D design.
- Product management.

Their engineers have up to 20 years of experience in the field. They have experience in smart sensors development, embedded Linux systems development, A-synchronous motor driving, signal analyzing, protocols development of heterogeneous micro controller systems, programmable logic design, picoampere current measurement, USB connected devices, applications development for Linux, Windows and Mac OS X mainly for driving and configuring the embedded devices. WebUI development for small web servers containing embedded devices. Depending on the project they can execute waterfall style development processes using V models and agile style development or combining both of them. They have experience with international teamwork and consultancy services. Different clients and teams were working in US, Denmark and Germany. They have been selling services into electronics production, test and measurement and electrical power management sector.

Technologie & Know-how international

Technologie ANGEBOTE

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Angebot

UK SME offers its messaging and workflow app for healthcare professionals for testing in hospital settings.

Ref: TOUK20170605002

A UK SME has developed a secure messaging and workflow app for use by healthcare professionals in hospitals and other healthcare institutions to replace current pager systems. The SME is looking to develop the app for different locations and healthcare systems and seeks to partner with hospitals and healthcare institutions to test the app and provide feedback for further development. It is envisaged that the partnership will take the form of a technical cooperation or a research cooperation.

Swift and accurate communication within healthcare settings, especially hospitals, is an essential part of healthcare management. Currently the predominant way of contacting doctors and other hospital staff is through use of a pager / bleeper system. This current system means a staff member is paged and then has to find a phone in order to answer the page and use pen and paper to write down information passed on in the call. This methodology is inefficient, inflexible and prone to error. Some medical professionals attempt to address this through the use of existing messaging services and smartphones but this is less than ideal as they are not secure enough for the transfer of sensitive information that is typically part of these messages.

A UK-SME has developed a secure messaging and workflow application compatible with smartphones that can replace the pager system entirely and offer additional benefits. This app enables closed loop communication with individuals and groups such as surgical teams and allows easy and secure information transfer as well as management of daily tasks. Having completed the app currently clinical trials to test the app in a hospital setting are underway in the UK.

The SME is looking to test the app in hospital and healthcare settings in different countries in order to further develop the app to be relevant to the issues and challenges found in different locations and with different healthcare systems. It is envisaged that the partnership will take the form of a technical cooperation agreement or a research cooperation agreement.

Type and Role of Partner Sought:

The UK SME is looking to partner with hospitals or other healthcare provider in order to test the messaging and workflow application. The SME will provide access to the app to the partner organisation for them to use in their institutions. The partner will provide feedback on the app's performance to enable the SME to reconfigure and improve the app for different settings.

The SME envisages that this partnership will take the form of a technical cooperation agreement or a research cooperation agreement with a view to applying for suitable grant funding should this be appropriate.

Angebot

Artificial intelligence using visual discovery to drive more sales and engagement

Ref: TOSG20170407001

A Singapore SME that provides deep machine learning and computer vision technology develops intelligent image and video recognition solutions to bridge digital content and commerce through visual search, recommendation and discovery.

Its solutions also enable analytics to identify trends and behaviour patterns to help retail, brands and media owners make intelligent recommendations and predictions.

It seeks to work with SMEs or MNEs in a licensing, R&D or service partnership.

The Singapore SME develops fully-automated intelligent visual technology solutions delivered over highly scalable cloud infrastructure capable of supporting billions of images.

Built on deep learning and computer vision technology, the company's solutions are used by major retail businesses today helping over 250 million users make better buying decisions by simplifying their search.

Specialising in image search and recognition, the company automatically converts digital content browsing into engagement opportunities for media owners and make videos shoppable at-scale for video publishers.

Shoppers can take a photo/video of an item in store and search online and look for matching items in the merchant's online and offline stores. This eliminates ineffective and time consuming keyword guessing attempts during the product search and discovery process and promotes sale of products through the search results that can come with recommendations.

Please refer to attached illustration for a summary of the features offered by the technology.

The Singapore SME is keen to explore the following types of partnerships with SMEs of any size or MNEs:

- License agreement
- Services agreement
- Research cooperation

Type and Role of Partner Sought

The Singapore SME seeks to work with SMEs of any size or MNEs.

The partner sought could be any of the following or have similar profiles where they can adopt the artificial intelligence solutions to improve their customer engagement capabilities:

- E-Commerce Players
- Brick-&-mortar retail stores
- Content Publishers
- Brands
- Adtech companies

The type of partnerships could be any of the following:

i) License agreement:

The partner licenses the technology for adoption or offers it as a new product or service to its customers.

ii) Research cooperation agreement

The partner co-develops a new product or services with the Singapore company for adoption or introduction as a product or service to new customer or market segments.

iii) Services agreement

The partner engages the services of the Singapore company in using the technology for its own operations or offering the technology as a product or service to its clients.

Angebot

Activity monitoring algorithm using a smartphone and/or wristband is offered as a service or as a licence agreement

Ref: TOSI20170426001

A Slovenian research institute is offering an algorithm for activity recognition with a smartphone and an optional wristband. The algorithm uses context-specific machine-learning models and therefore does not depend on the position of the smartphone on the body. The algorithm outperforms several consumer devices in terms of accuracy in real life setting. The algorithm is available via licencing or service agreement to companies and researchers developing wellbeing applications.

Accurate activity monitoring is required in domains where further reasoning or person-specific recommendations rely on the user's physical activity. These range from lighter topics such as sports and lifestyle to sensitive topics

such as health. Current market offers smartphone applications and dedicated devices, whose scope is limited to step counters (pedometers) with inaccurate estimation of energy expenditure or to monitoring only certain type of activities that make them unsuitable for applications that require accuracy.

There are many activity monitoring applications and devices on the market which mostly rely on rather simple techniques such as step counters from which they estimate the energy expenditure or they require the user to explicitly state which activity is being performed (e.g. they do not perform any automated activity recognition). The evaluation of consumer devices has shown that they also lack accuracy in real-life every day activities. Algorithms that are more accurate have been developed in the domain of body sensor network where the user is required to follow the instructions about the exact placement of each of the used dedicated sensors which makes the technology hard to use.

The artificial intelligence researchers from a Slovenian public research institute have developed, evaluated and validated an algorithm for real-time continuous activity monitoring that utilizes sensor data from a smartphone or wrist-worn or chest-worn device and can fuse the data and decisions of both devices if both are present on the body.

The activity recognition and estimation of energy expenditure is done using machine-learning techniques. The design of the algorithm enables the user to put the smartphone in any pocket or in a bag and in any orientation since the algorithm first detects the presence of the devices and then normalises the orientation. The normalised signal is used to recognise the location in case of the smartphone. The recognised context of the sensors is used to select appropriate context-specific machine-learning model for activity recognition and estimation of energy expenditure.

The technology is available either:

- a) under the services agreement as a Software-as-a-Service (SaaS) through application programming interface (API) or
- b) under licencing agreement for the algorithm which can be run on a smartphone.

Authors of the algorithm are computer science experts employed at the Slovenian institution for research in sciences and technology. They are specialized in development of proprietary methods and algorithms for analysing wearable sensor data used mainly in health domain, but applicable to other domains. The team has been among finalists of the global competition for medical diagnostic devices. They have won the international competition for activity recognition. They are active in several projects for development smart watch monitors for independent living of seniors with dementia; detection of falls and abnormal behaviours for elderly; support older workers in reducing physical and mental stress using wristband and personalized advices and decision support to help patients with heart problems.

The researchers are looking for partners which are either:

- a) companies or research institutions which develop applications and would need the service (SaaS) through API (service agreement) or
- b) companies which are interested in obtaining a licence for implementation of the activity monitoring algorithm in their application (licencing agreement).

In particular following companies or research institutions active in wellness and health domains are sought:

- companies that develop and produce wearable wireless wellbeing, sport and fitness devices;
- companies that offer solutions for remote patient or elderly monitoring, on-site professional healthcare monitoring and home/office/work environment monitoring.

Type and Role of Partner Sought:

The research institute is looking for:

- a) industrial partners who are interested in obtaining a licence for activity monitoring algorithm – licencing agreement and
- b) companies or research institutions who would like to use the service (SaaS) through API - service agreement.

These are especially:

- companies which develop and sell health care and lifestyle applications;
 - companies which develop, produce and sell wearable wireless wellbeing, sport and fitness devices;
 - companies which offer solutions for remote patient or elderly monitoring, on-site professional healthcare monitoring and home/office/work environment monitoring;
- research institutions active in ambient intelligence, wellbeing, e-health, elderly support, sport tracking and other activity related research and development activities.

Partners interested in service agreement will be able to use the activity algorithm in their application via SaaS

service, which is offered by Slovenian research institute.

Partners interested in obtaining a licence for the activity algorithm are expected to be able to integrate the source code of the activity algorithm in their applications, e.g. on a smartphone, wrist-worn or any other smart wearable device. The authors of the activity algorithm are able to custom develop the source code in case of specific requirements of a partner.

Angebot

Web based suite of programs for patient pre-operative and pre-procedure assessment

Ref: TOUK20170523001

The south west UK multiple award winning company has developed a suite of programs which enables patients to independently complete pre-operative and pre-procedure assessments online, anywhere and at any time. The web based solution, which is being used by a growing number of National Health Service (NHS) and private hospitals in the UK, brings significant cost savings and increases capacity. International partners are sought for licence agreements.

Globally healthcare services are facing increasing pressures from growing populations. Hospitals are being placed under unsustainable pressure and nursing staff are unable to adequately meet current demands. There is a growing need to improve efficiency and develop solutions which remove the need for trained clinical staff to collect basic data and which enable patients to record their own medical information.

A south west UK SME led by an NHS consultant anaesthetist and former hospital medical director with first hand experience of the demands and complexities of completing pre-operative and pre-procedure assessments has developed an integrated suite of programs, which enables patients to undertake this exercise outside of the hospital setting.

The suite consists of six different but integrated program and covers: Pre-operative assement for adults and children, endoscopy, cardiology, local anaesthetic, interventional radiology.

The software is web based and can be accessed from anywhere at any time giving users complete flexibility. Users create an account and answer questions related to their particular procedure. Users share their information with healthcare professionals. Information is saved and automatically populates the other programs should patients require further interventions, which is often the case. This not only saves considerable time and associated costs but also provides consistency of process and information.

A detailed assessment output is generated for review by a registered nurse. This can be stored electronically or fully integrated into an electronic patient record. A clinical summary report provides the reviewing clinician a summary of the key issues, suggested pre-procedure tests, in line with 2016 NICE guidance, a suggested ASA (how ill the person is) grade, and a place where they can record their findings and decisions. This in-built 'clinical decision support' drives best practice and a consistent approach. The suite of programs is a class 1 medical device registered with the MHRA (Medicines and Healthcare Regulatory Agency) and CE marking.

The programs benefit patients by giving them flexibility, independence, ownership and control, allowing them to tell their own health story. It helps reduce the need to attend multiple hospital appointments in the lead up to an operation or procedure. The solution generates cost savings by stream lining processes, reducing nursing time spent on data collection and allocation of hospital space for appointments.

Despite only being 2 years old the software program is being used in a growing number of National Health Service and private hospitals and is generating serious widespread interest within the NHS and from large corporations.

With the capacity to translate the solution the UK company now wishes to focus attention on international markets. Partners are sought for licence agreements.

Type and Role of Partner Sought:

License agreement where the UK company will continue to maintain and develop the suite of programmes and the partner (acting as the owner) will distribute the product.

Angebot

Flexible plastic displays for consumer electronics, car interiors, digital signage and other applications

Ref: TOUK20170525001

A UK company has developed flexible plastic displays for full colour and video. Early adopters come from the automotive, digital signage and consumer electronics segments but the technology is suited to a variety of product applications across different industries. Electronic products developers are sought for technical cooperation agreements.

A UK company has been building on its revolutionary plastic transistor technology.

It is being used to develop flexible organic LCDs on plastic that remove the constraints of glass and enable new product form factors. In this industry, there has been a promise for larger format curved displays for quite a while. Latest mobile phones have displays with curved edges but it is extremely difficult technically to go larger than that.

The UK company's technology is scalable to large area displays (see the Picture). Importantly, the processes are compatible with the existing display manufacturing lines and the technology has already been industrialised for e-paper displays.

Early adopters are developing curved displays for car dashboards, wearables and signage for example. The thin, light and robust displays can be conformed to surfaces, bent and shaped. Flexible touch function can be laid on top.

The company is keen to meet product developers in key areas, including but not limited to consumer electronics, wearables, digital signage and automotive.

Another application of the plastic transistor technology is flexible sensors. High resolution fingerprint sensors on small and large areas have been developed targeted at biometric applications. The technology also enables curved X-ray image sensors for medical applications and non-destructive testing.

The UK company seeks product developers for technical cooperation. The partners will know their markets and customers. The UK company can both deliver prototypes and also bring the relations in the manufacturing and supply chain side.

Type and Role of Partner Sought:

- Type of partner sought: industry.
- Specific area of activity of the partner: developers of electronic products for both consumer and industrial applications.
- Task to be performed by the partner sought: to send a non-confidential description of their new product idea, and initial questions so as to get a conversation going.

Angebot

New Advanced Protection System for Web Services and Applications

Ref: TOIT20161220003

An Italian spin off developed a novel software platform for the detection of intrusions against web services and applications, and the automatic generation of rules to prevent intrusion attempts. The Italian company is interested in finding potential commercial partners for license agreements with technical assistance.

An Italian private company providing innovative solutions for cyber security, machine vision, and other data-driven applications, has developed a novel system for intrusion detection applications.

The technology developed represents a very innovative solution for threats detection. The core technology leverages on a decade of research on machine learning techniques for computer security. This is scalable solution that automatically adapts its engine to the traffic of the protected services and applications, to effectively detect generic as well as targeted threats.

This include:

- Ease of installation. The software package is delivered as a virtual appliance. Thus, its installation takes a few steps, and does not influence the performances of the protected services. It can also be installed as a component of the load balancer.
- Continuous automatic update. The system, automatically updates the internal profile of the protected services on a daily basis.
- Cyber Attack Detection. The software can detect a wide variety of web attacks, including all the Top10 OWASP categories, as well as sophisticated and targeted attacks, such as phishing.
- User Interface. The user interface has been designed to provide a quick overview of the current threat level for the protected services and applications that allows focusing on the most important threat. The user interface also provides an easy way to analyse each alert, and define the related protection rules that are automatically suggested by the system.

Type and Role of Partner Sought:

The company, an Italian spin off, is interested in finding system integrators and commercial partners for license agreements or commercial agreements with technical assistance.

Angebot

Human Generated Data Analytics - Data-Driven Health Risks and Performance Management Platform

Ref: TOSG20170421001

A Singapore SME has developed a HGD (Human Generated Data) analytics platform which provides context-specific and actionable intelligence into health, risks status both at individual and team levels.

Its data-driven human factors management system helps companies improve operational readiness, lower rate of fatigue-induced incidents and improve staff productivity.

The company is seeking to partner SMEs of any sizes in the form of a licensing, research cooperation or services agreement.

The solutions package offered by the Singapore company comprises:

1. A client bespoke Analytics Platform, which enables mission-specific tasks to be performed more safely, effectively and therefore optimally.
2. A rigorous data collection programme to collect, aggregate and analyse data from wearable devices and other unstructured data sources, in order to evaluate the response of employees to their work requirements and work environment.
3. Advanced Advisory and Consulting Services to allow organisations and their employees, to integrate the analytics into changes and solutions for enhanced efficiency and safety. Including the evaluation of existing programs from data analytics standpoint (healthcare, insurance, training, selection)

The analytics platform offers the following:

1. Customisability according to client needs/objectives; the solution is capable of aggregating several categories of input and data sets currently in silos within an organisation's human resources department with wearable devices and biometrics.
2. Varied analytics and business intelligence according to industry and specific clients' needs.

Based on clients' goals in specific industries, its platform performs:

- i) Advanced analytics and visualisation, identification of patterns and trends across different layers of data sources for individuals and teams, human factors risk/resilience analytics, system's risk levels from human

factors.

ii) Proprietary analytics to isolate correlations from causations and help clients address current human factors' issues and/or highlight new issues and resilience potential gaps.

The company is seeking to partner SMEs of any sizes in the form of a license agreement, research cooperation or services agreement.

Type and Role of Partner Sought:

The Singapore company seeks to work with SMEs of any sizes in a licensing, research cooperation or services agreement partnership.

The partner sought could be a solutions provider for the healthcare and wellness industries that is keen to:

- license the technology to offer it as a product or service to its clients or
- undertake joint R&D with the Singapore company to further develop the product to possibly launch a new product that can cater to specific market needs or
- undertake a services agreement partnership where the Singapore company could provide services support to the solutions provider and its clients.

Gesuch

A Turkish technology company expert on smart and secure cities seeks specific drone technology

Ref: TRTR20170405001

A Turkish ICT company well versed and deeply experienced in smart security surveillance, seeks a specific fully automated and robust drone technology that is needed for maintaining enhanced security at vulnerable areas. The company is open to signing, licence agreement, commercial agreement with technical assistance and / or technical cooperation agreement.

The Turkish technology company active in ICT sector, deeply experienced and well versed in smart cities, was established in 2003, as a system integrator. The company also develops its own intergrated city security system software, geographic information systems, biometric features of electronic identifications that enables the live scanning of finger prints, traces of blood vessels, palm print etc. The company is also a certified Research and Development Center in Turkey, and continues its all operations in MENA Region (Middle East, North Africa and Asia). So far the Turkish company succesfully developed and implemented several safe and smart city projects.

The company seeks for a high level drone perimeter security technology. The technology is needed for maintaining enhanced security at vulnerable areas such as airports, borders etc. The drone shall have the following innovative capabilities:

- wireless charge ability on a dock preferably with sustainable energy resource which will enable no grid connection at remote areas and in emergency cases,
- the drone must be programmabale and shall not require human command whilst operation,
- the drone must be able to carry equipments like thermal and other types of advanced cameras.

The company would like to cooperate with innovative companies, providing specified drones that meet the requirements of the Turkish company. The Turkish company is open to signing various partnership agreemeents such as; technical cooperation agreement, commercial agreement with technical assistance and licence agreement

Type and Role of Partner Sought:

- Type of partner sought:

Industry, R&D Institute, SME, University

- Specific area of activity of the partner:

Fully or semi-autonomous drone and its technology provider (mainly hardware)

- Task to be performed by the partner sought:

Propose novel drone technologies to be employed in perimeter security applications

The partner is sought for cooperation in co-development of the drone technology applications (software Turkish company, hardware partner company) through a commercial agreement with technical assistance, license agreement or technical cooperation agreement.

Gesuch

Speech recognition technology for an innovative platform

Ref: TRFR20170404001

French company active in the digital industry provides a platform for virtual reality business meetings. The company wants to add new features in the platform and seeks technological partners to build a speech transcription feature. Services and licenses agreements are targeted.

Company located in the Paris specialized in serious games is providing a platform for virtual reality(VR) business meetings.

The platform already offers the following features:

- Meetings in a VR environment
- Customization of the virtual environment
- Customization of avatars
- Sharing of multiple contents like 3D models, video 360°, audio, power point presentation...

The platform is already running on HTC Vive in a Unity environment.

The fast growing company has already good references (1e big players from the IT industry) , has been already awarded with innovation prizes and selected among promising startups by HTC Vive.

The SME is also involved in collaborative project at the national and European level.

Type and Role of Partner Sought:

The SME is looking for a speech recognition technology in order to provide meeting transcription as a feature of the collaborative VR platform.

The technology developed by the partner should be ready for integration in the platform.

The SME is interested in license agreement and services agreements

Gesuch

New software tools and products sought for database developers and administrators

Ref: TRUK20170330001

An East of England company is enjoying steady growth in the market of software professionals working on the Microsoft data platform. They have a strong US presence, selling to the majority of Fortune 100 companies. The main existing product categories are:

- . Database DevOps (Development and operations)
- . Database developer & database administrator (DBA) productivity
- . Database monitoring

The company wants to remain a leader in terms of offering its customers the best and the latest in the field. Therefore, they have started a search for new technologies and products in this exact field but also in adjacent fields that will fit the existing customer needs. The technologies are listed under Technical specification and expertise sought.

The expected stage of development is at least demonstration stage. The UK company has resources for further development. The desired cooperation type could be almost anything dependent on the stage of development or nature of the partner. Specifically these might include:

- Commercial agreement with technical assistance where the partner wishes to sell a new product type and support the company in its use.
- Joint venture agreement for partners who wish to set-up a new venture with the company to exploit new product technology.
- License agreement for partners wishing to authorise the company use of their product in return for a royalty.
- Services agreement for partners offering their expertise as a service rather than a product as such.
- Technical cooperation agreement for partners wishing to work with the company to develop their product from demonstration stage to the market place.

The one thing excluded would be collaborative R&D projects.

Type and Role of Partner Sought:

Industrial companies and academic teams developing relevant technologies are invited to put forward non-confidential descriptions and demonstrations of their tools, and some initial thoughts on the type of cooperation arrangement they would seek