



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

Kooperations- und Technologiegesuche und –angebote Januar 2018

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 2-14** 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 15** 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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Kooperationsgesuche international (Auswahl!)

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Kooperationsgesuch

Country: Spain

Reference: BOES20171117001

Summary: Spanish company specialized in Big Data, data analytics, information systems, MRO (Maintenance, Repair and Operations) and predictive maintenance is looking for partners interested in implementing innovative and customized solutions for performance efficiency optimisation, Industry 4.0 and employment & benefit law (productivity). The company is looking for subcontracting and commercial agency agreements.

Details: The Spanish SME was born in 2009 with the objective of helping companies in their digital transformation process; activity that nowadays has become mandatory for any competitive company. The digital transformation services offered include Big Data, data analytics, information systems, MRO (Maintenance, Repair and Operations) and predictive maintenance; Customized solutions that are intended to support efficient decisions making in order to enhance productivity and cost optimization to boost competitiveness.

The offered services are the following:

-Data analytics support: Solutions to capture, stock, analyse, organise and interpret of data generated in processes and operations in order to understand what happens in the company and help increase productivity, optimize resources and increase revenues.

-Information systems design: Design and implementation of customized information systems, that provide an integral vision and coordination of production and supply chain resource management. All productive resources are connected in order to communicate in real time and allow efficient decisions making for sustainable growth and industry 4.0 transformation.

-MRO (Maintenance, Repair and Operations) and predictive maintenance: Software solutions for maintenance, repair & operations (MRO) to support lean manufacturing and lean management. It may include predictive modules to predict inefficiencies, optimize the use of resources and reduce costs.

-Robotics and automation: Automation of repetitive operations and processes using technologies such as robotics, iiot (Industrial Internet of Things), information systems, cloud, data capture and analytics, etc. that contribute to industry 4.0 transformation.

-Big Data for employment and benefit law: Application of big data and data analytics to employment and benefits law providing innovative decisions making tools for the lawyer of the future. Through big data, lawyers can analyse cases reducing subjectivity and risks while optimizing time management in negotiations and conflicts. It also allows law firms to expand their service offer and market opportunities. The solutions also provides expert reports in trials concerning negotiation of agreements, variable contribution models, dismissals, fraud detection, Hr policy aspects, etc. sectors of activity

The solutions developed by the Spanish company are specially suitable for the following sectors: aerospace, agro-food, transportation & logistics, healthcare, retail, chemicals, call centres and law firms.

The Spanish SME holds wide experience developing solutions for medium caps and multinationals and is currently looking for new partners, mainly in the EU, in order to reach subcontracting and commercial agency agreements.

Kooperationsgesuch

Country: Estonia

Reference: BOEE20170828003

Summary: An Estonian company is looking for contacts with startups and companies needing support in hardware and software development and prototyping, improving existing product(s) and/or for creating animation mock-ups before prototyping.

The company has an experienced team of hardware and software engineers, designers and partners who can help to shape the idea and prepare it from idea until mass production.

The company is offering services agreements and manufacturing contracts.

Details: An experienced hardware and software development company from Estonia helps startups and entry level companies alike to bring their ideas into reality. From hardware to mobile applications, the company supports the creation of custom solutions inspired by design and user experience. The company has been involved in several successful companies and as their home market is small, they are looking for partnership from outside Estonia.

The company is offering services agreements and manufacturing contracts to either develop from idea phase or further develop the products and services of startups and other entry level companies who want to bring their product to market.

The services focus on developing:

- proof of concept
- small patch for market testing or
- fully developed production solution.

The company offers a dedicated team to support all technical problems, validate and plan all the milestones with weekly updates of the project status.

The development of the client's idea will be supported throughout the development process in the following areas:

- Rapid Prototyping
- Electrical engineering (hardware/software design)
- Automation
- Mobile App development (Xamarin, iOS and Android)
- Bluetooth integrations
- Embedded software
- UX/UI (user experience/user interface) design & animations
- Packaging
- Testing and consulting on regional certification systems, e.g. CE, FCC - a certification mark employed on electronic products manufactured or sold in the United States, EMC (electromagnetic compatibility), durability, solar radiation etc.

Kooperationsgesuch

Country: Bosnia and Herzegovina

Reference: BOBA20171006001

Summary: The company from Bosnia and Herzegovina with 8 years of experience in custom software development, e-commerce solutions, graphic and web design is interested in creating new partnerships outside of B&H, especially with potential partners from German speaking countries

(Germany, Austria, Switzerland, Belgium, Luxembourg), under subcontracting or outsourcing agreement.

Details: The Bosnian company was found in 2009 and specializes in:

- Software development: design of customized software solutions tailored to customers' needs, with the help of the latest Microsoft technology and modern databases, such as SQL Server or Oracle. Often "off-the-shelf" software is offered to customers.

- E-commerce solutions: the company creates e-commerce solutions with an emphasis on the CMS (Content management system) system, that gives its clients possibility to independently maintain and update the contents of their shops, at any time and anywhere.

- Graphic design: design of brochures and catalogs, logo design, industrial packaging design, creation of complete visual identity, digital business cards, preparations for books and magazines, etc.

- Web design: Professional design of interactive, modern websites and presentations with emphasis on top quality, unique design and redesign, advanced internet marketing and website optimization with full support to clients (24/7).

SEO – search engine optimization etc.

The company's team has 12 years of experience in open source CMS and e-commerce systems: Joomla, Wordpress, Umbraco, PrestaShop, Oscommerce, OpenCart, etc.

Team skills include:

- SQL (Structured Query Language) databases,
- Elastic search frameworks.
- Programming languages (Visual Basic, C#),
- SAP ERP-HR (enterprise resource planning - human resources), MM (material management), FI (financial accounting) support and maintenance,
- Adobe Flash, Photoshop, Corel, Quark Express
- HTML5, CSS, Bootstrap etc.

In last 5 years company's staff developed skills in maintenance of SAP ERP-HR, MM and FI modules.

The company cooperated with large number of domestic and foreign clients (Germany, the Netherlands etc.) delivering the following services:

- Creation of websites for various associations, production companies from various sectors of industry, libraries etc.

- Preparation of graphic solutions for catalogs, children's picture books, posters etc.

- Creation of web database for libraries etc.

The company is looking for partners from Germany, Austria, Switzerland, Belgium, Luxembourg who are interested in outsourcing – subcontracting their IT projects to the experienced company.

- The company will offer under outsourcing agreement to perform the various services from the above mentioned scope of its activities to the external partners in need of specialized IT solutions.

- Under subcontracting, the company will offer to perform various IT services to the partners who are willing to assign these obligations (as a part of the obligations of a prior contract) to a subcontractor.

They hope to develop a long-term relationship and to further develop its international strategy.

Kooperationsgesuch

Country: Czech Republic

Reference: BOCZ20171204001

Summary: The Czech company is looking for international sales channels from the information and communication technologies (ICT) segment for its products, which includes a wide range of products and services focused on network security and analysis. The company is working worldwide through its business partners and is looking for new contacts in Europe and overseas under commercial agency agreements or distribution services agreements.

Details: The Czech company is looking for new international partners from ICT segment for its products. Specifically search is for value added resellers, value added distributors, partners for ICT system integrators or business development, both companies and individuals. The flow monitoring and network behavioural analysis (NBA) market is presently one of the fastest growing security and networking opportunities.

The company is an international vendor of networking and security solutions specialized in flow monitoring (NetFlow), internet protocol flow information export (IPFIX), network behaviour analysis (NBA), field programmable gate array (FPGA) accelerated applications and cybercrime solutions for internet protocol (IP) data retention & IP lawful interception.

The Czech vendor is devoted to innovative flow-based network monitoring and security solutions. The main product of the company secures complete flow (NetFlow/IPFIX) monitoring and security solution (anomaly detection system based on network behaviour analysis) for all networks from 10 Mbps to 100 Gbps.

The specialization of the company is hardware acceleration of multiple 10 GE (gigabit ethernet) applications (wire-speed guarantee for 15 Mpps), flow monitoring and open FPGA platform for its technical partners (from both commercial and academic environment).

The flow monitoring of the Czech company and security solution creates a margin opportunity on this market for every integrator who is supporting end user's network infrastructure. The flow monitoring solution is vendor independent and can be combined with any brand environment. Besides the delivery itself the product generates lot of consulting and future integration services. The company is active since 2007, from beginning cooperates with universities and innovate centre.

The company belongs between 100 most innovative companies in Europe, has partners and customers on 5 continents. They have received many international awards.

The cooperation expected from the partner is ability to actively resell the products, providing of consultancy and advisory services to customers, in case of distributorship – taking care about partner network in the country (business and technological support). Experience with flow based technologies will be appreciated.

Kooperationsgesuch

Country: Ukraine

Reference: BOUA20171106001

Summary: The Ukrainian IT company offers software development for EU local market

Details: The company was founded in 2011, as a business site for young and motivated professionals. Who possess modern knowledge in programming, information technology and information security. Together with experienced experts of the Center for Economic and Scientific and Technical Development. Which render services of complex consulting to large enterprises and regional authorities of territories.

Ukrainian IT company has already developed software:
Customer Relationship Management (CRM);
Enterprise Resource Planning (ERP);
Mass Mailings, E-Invitations, Online Surveys and embedded system analysis of respondents answers (MEM);
Accounting systems for multilevel marketing (MLM);
Multifunction Planner of business, tasks, events and controlling of their execution;

Ukrainian company software has:
Optimal price-quality.
Easy to install, configure and use. Intuitive organization of the main sections and their relationships.
Allows you to configure, monitor and manage not only the processes of your company's sales and production, also supply needed for your enterprise.
Connection of an unlimited number of users: friends, colleagues, partners, relatives.
Flexible settings.
Variants of installation and use, both on the local and on the virtual server.
Is adapted for operation on personal computers, including tablets and mobile phones.
Import data from other programs and applications.
Export data to other programs and applications.
Provides access to the necessary information company 24 hours a day, 7 days a week (24/7/365).
Designed based on the practical experience of more than 100 enterprises. Corresponds to the real business processes.

Kooperationsgesuch

Country: Poland

Reference: BOPL20171012001

Summary: A company from southern Poland is specialized in enterprise integrations. The company is interested mostly in web services and web application development. They are looking for long-term partnerships as a subcontractor, in demanding IT projects.

Details: The Polish company is characterized by a lot of experience in government and public sector projects, developing web services and web applications. Company's development team has much experience in usage of WebMethods Software Ag, WSO2 and Oracle Api Gateway, as well as Java EE and spring/springboot. The development team consists of high-class specialists both in relational and non-relational (noSQL) database systems.

The company uses database solutions such as: PostgreSQL (+ PGpool), OracleDB, AWS Redshift, mongoDB, Cassandra. Company programmers have also much experience in Apache Kafka distributed streaming platform, ActiveMQ, SoftwareAg broker. As well they develop webservices of both SOAP type (basing on Jax-ws/CXF/Axis2) and REST tyle (Jax-RS / spring)

The company provide advanced solutions for both medium and large companies. Its development team has long experience in working with units of public administration at central and local government. They uses a wide range of technology and business solutions. Supplied services are safe, have the highest quality and usability.

Architecture of software solutions developed by the company not only allow delivering comprehensive solutions to client, but also provides scalability and ensures high efficiency of product.

To expand their current clientele, the company is looking for opportunities to work as subcontractors to manufacturing companies and public authorities in Europe needing a reliable specialized software supplier.

For partners the company can provide:

- government facilities contractors – Components of e-government solutions, such as: electronic forms, dedicated applications, authentication mechanisms, security, integration with government records, public institutions portals.
- software solutions providers - software development in web technologies for any user group, such as private companies, utilities, banking, retail, healthcare.
- integrators companies - development of SOAP (Simple Object Access Protocol), REST(Representational state transfer), and ESB (Enterprise Service Bus) integration components.
- web application providers - development of web applications such as: solutions for online shops, commercial sites, local governments portals.
- software houses - development of dedicated solutions for the public, industrial, banking and commercial sectors.

Kooperationsgesuch

Country: France

Reference: BOFR20171020001

Summary: A French company has developed a tour solver capable of analyzing travel time and distances between points of collection or intervention to automatically create tours totally optimized, while respecting the constraints: schedules, equipment, etc. This logistics software functioning with algorithms was designed for companies or freelancers who are used to moving in their professional setting. It is looking for distributors having a wide network involving in mobility, transport, nomadic jobs.

Details: This French company is specialised in the development of innovative technologies based on real time, geolocation and traceability and using smartphones and the cloud.

To optimize the daily tours of its clients, this French company has created an innovative and efficient logistics software. It is looking for experienced distributors to commercialize this product in Europe and other countries.

This software is a solution with a unique algorithm which is able to identify the route with the lowest cost. It takes into account all of the client's requirements, even the most complex. The clients pay only what they use (SaaS mode = Software-as-a-Service). For the revision of their recurring tour, the company proposes them a unique "one-shot" service.

The software has different functions and advantages:

Optimization of the daily tours:

With only 10 interventions and 1 driver, it is possible to create more than 3,5 million different route plans. Among these choices, a single tour offers a ratio time taken/km traveled optimum. It is impossible to arrive manually at an optimal result.

Plan interventions:

The company can help its clients in the organization of their clients' appointments when they employ people who make different tours every day. It can download its customer database, create their appointments in two clicks (or download them too), and launch the automatic preparation of the optimized tour plan.

Export their road maps on their smartphones Android:

The clients can simplify life by exporting their roadmaps by sending them by e-mail or downloading them directly on the driver's smartphone. More than a tour solver, the apps improve the quality of their clients' service, improve the customer satisfaction and reduce their costs.

Pilot results:

The tests with customers-pilots showed a reduction of up to 75% of the setting-up time of tour plans, 30% of the travel time and saved up to 25% of the kilometers travelled (and the CO² rejected).

Kooperationsgesuch

Country: Greece

Reference: BOGR20171024001

Summary: A Greek SME, which developed an online platform offering business consulting guidance for prospective entrepreneurs and start-ups, is looking for commercial agency agreements

Details: The Greek company was established in 2005. During the twelve years of its operation, the company is committed to the promotion of innovation and the enhancing of the spirit of entrepreneurship. It has participated among others in the planning, implementation and evaluation of more than 100 national and european projects, through which has gained great expertise in fields such as entrepreneurship, education and training, employment and social inclusion, regional development, e-learning etc. Specifically the company provides the following integrated, custom-made services to several target groups:

1. Business consulting & support
2. Improvement and certification of professional skills
3. Organizational support & production and transfer of innovation and know-how
4. Project planning, submission and management
5. Information technology applications to facilitate learning and entrepreneurial processes

Based on their experience the company decided to develop a business consulting guidance through online platform in order to support as many start-ups and SMEs as possible. Instead of a business consultant with physical presence, this online platform aspires to support and assist new and existing entrepreneurs in their business decisions. The Greek company is looking for partners, international communication and marketing companies with IT experience for commercial agency agreement, in order to introduce the platform to end-users. The expected collaborator will introduce and promote the platform to companies/organisations interested in using it, aiming to help the Greek SME to expand and establish its presence in the global market.

Kooperationsgesuch

Country: Israel

Reference: BOIL20171119001

Summary: An Israeli company specializes in business software systems (BSS) and offers a business management system (BMS) for service providers in various fields. Advantages include its great cost efficiency (state-of-the-art technology at "cloud economy" costs), highly effective performance, universality and extreme convenience. The company is seeking acquisition, licensing, financial and distribution services agreements.

Details: Nowadays, a service provider must be "digital lifestyle compatible". That means, to respond quickly & creatively to market dynamics, i.e. to possess business agility in billing and customer care, minimal time to market, frequent customizations, self-service solutions for customers and support for multiple services under unified BSS.

The Israeli company offers an innovative business management system (BMS), which meets the above requirements. The developed system is constructed as modular (service providers mix & match), scalable (to support from small to huge providers) and affordable (highly developed technology at "cloud economy" costs). It uses a pay-as-you-grow subscription model. The system allows a quick RoI (return-on-investment), is flexible enough to deal with new technologies, protocols, business processes, includes solutions for on-/offline services, pre- and post- paid billing, multitenant and channel set-ups, multi-payment, hierarchy and several networks.

The offered system (OS) appeared as a result of innovative implementation of developed technologies into existing verticals, e.g. telecom, machine-to-machine (M2M), IoT (internet of things), Utilities.

It is providing for the following advantages (as compared to the traditional business software systems on the today market):

- fast process / small executive time (customization takes days, not months; deployment requires hours, not weeks; cyber security is built-in, not having to be patched on etc.),
- great cost-efficiency (integration has no problem, no complex process; performance and scalability result from being built for Big Data, no additional budget required; more performance with less hardware required etc.),
- universality (runs on any operating system, not on specific one),
- convenience in use (free and modern database type used, not the expensive Oracle DB).

The young mobile company specializes in the end-to-end business management for service providers or other business companies. For over 7 years they have been serving their satisfied very big companies-customers with their state-of-the-art technology. They are experts on signaling (control point, intelligent network, real-time billing, complex integration, business management software and professional services) working for the fields of telecom, billing, machine-to-machine (M2M), IoT (Internet of things), utilities, smart city etc.

The active customers are:

- cellular operators that issue subscriber accounts to customers,
- Netcom Virtual Network Operators, like big trading networks,
- infrastructure companies, like electricity / water consumption operators.

The company would consider a partnership based on:

acquisition agreement – the company offers shares for sale, yet subject for negotiations,

financial agreement – the company is looking for investors / investments,

licensing – the company is ready to give a license for a partner to use their product in order to distribute it or else,

distribution services agreement – the aim is to enter various markets with the company developed product.

The company is greatly motivated to enter markets with their offered product, but still needs assistance in some aspects, like financial resources and human resources (familiar with local markets).

Kooperationsgesuch

Country: Korea

Reference: BOKR20171108001

Summary: A Korean company has developed a smart insole to be worn by patients, athletes, and AR/VR game players for analyzing foot movements and gait patterns. The company achieved cost leadership through employing low-cost FSR(Force Sensing Register) printing technology and low-power wireless communication module which resulted in price competitiveness of the products. The company is looking for long-term sales and distribution partners under commercial agency

and distribution services agreement.

Details: Plantar fasciitis is one of the most common causes of heel pain. It involves inflammation of a thick band of tissue that runs across the bottom of your foot and connects your heel bone to your toes. In the United States one in 10 people will develop plantar fasciitis pain in their lifetime and more than two million patients in the US undergo treatment annually. Diseases like plantar fasciitis, sprained ankles, and torn knee cartilage all come from incorrect walking posture. The Korean company established in 2003 focused on three main technologies as follow: sensor network technology, wireless communication technology and home network technology. In 2017, the company has developed an easy-wear smart insole for gait analysis with precise measuring function. This wearable device can be connected to the company's mobile application, and provides real-time evaluation of wearer's walking patterns. The company's technology and products can be used in a variety of industries. In the medical industry for example, combined use of the insole and mobile application can analyze the wearer's movement and utilize the data for his/her rehabilitation. The medical team can monitor and treat the patients' exercise ability through the big data gathered from the smart devices. The patients and their families are also able to measure and evaluate the wearer's exercise ability in any place and any time with the help of the smart device. In addition, the company plans to widen its area of business to the sports market in the future. They are targeting athletes and trainers in variety events such as golf, bowling, weightlifting, soccer, track and field. In Golf, for instance, the smart insole can analyze the COP (Center of pressure) of players. In case of a weightlifter, the device measures the ratio of pressure changes on each foot when the athlete changes posture. With the core competencies, the company wishes to expand their market in Europe based on their business experiences with Middle East and Southeast Asia. The preferred types of cooperation are commercial agency and distribution services agreement, and the potential partner is expected to distribute the products in many types of industries.

Kooperationsgesuch

Country: Italy

Reference: BOIL20171115001

Summary: Worldwide leader in developing, manufacturing and marketing high security locking products and access control solutions for institutional, commercial, industrial and residential applications. The firm is wholly owned by a global organization, the world's leading manufacturer and supplier of door opening solutions. The company is looking for distributors to work with, in order to grow sales in the product, as well as joint venture agreement.

Details: With its headquarters in Israel, the International company established in 1973 is developing, manufacturing and marketing an extensive range of locking solution sold through sales channels including USA, Canada, the UK, France, Italy, Belgium, the Czech Republic, Argentina, Mexico, Turkey, South Africa, Kenya and Tanzania, and via a distribution network in nearly 70 countries. The firm works closely with its clients in order to tailor the locking solutions to the customers' needs. The company uses the latest state-of-the-art technology for its products while also utilizing its in-house R&D department, with designing tools and applications.

The firm has built an international reputation based on unique design, quality products, adaptation to changing market needs and excellent customer service. Its products comply with

the highest international standards, such as UL, CEN, VDS, SKG, CPC, A2P and ISO 9001/2000, ISO14001, SI 18001.

The company provides full range of solutions designed to address market's specific needs in vast area of expertise such as: Construction, Commercial Buildings, Residential and Condominiums, Boutique Hotels, Healthcare, Residential Care, Retail, Utility, Education, Vehicle Protection Solutions and more.

The firm's products include:

- Smart and Digital Residential Solutions: Locking solutions that combines the protection of a mechanical cylinder together with the convenience of advanced technology – without compromising on performance.
- Commercial Access Control: Wire-free access control solutions that offer management capabilities enable users to manage and control access on-site.
- Keying and Cylinder Solutions: The Company develops and designs Systems to meet the evolving needs of its customers and markets. Using advanced and patented technologies, the company is renowned for its technological innovations that work to create both unique and some of the highest performing solutions.
- Cylinders: Wide selection of innovative patented cylinders, using the state-of-the-art technology, addressing the evolving security needs of institutions, businesses and homeowners worldwide.
- Padlocks Locksets: A wide range of high security padlocks designed to meet the needs of most requirements and applications, utilizing patent-protected technology.
- Lock Cases: Built to last and with an eye on detail, the company offer a range of locks and lock cases are suitable for both steel and wooden doors, with a selection of aesthetic hardware and escutcheons to meet High Security standards.
- Industrial Locks
- Key Management
- Vehicle and cargo Protection: Solutions that protects a commercial vehicle's cargo compartment. Can be applied to rear and side doors.
- Key Cutting Machines

The company are looking for a distribution service agreement, in order to work with distributors to expand sales and promote the product, or through a joint venture agreement.

Kooperationsgesuch

Country: Poland

Reference: BOPL20171213001

Summary: A Polish company providing engineering and software services for energy and gas market worldwide is looking for business partners in Germany, Austria and Switzerland. The company's systems can be used for power plants and gas storage facilities to monitor technical processes in order to maximize profits and reduce costs. The company is also offering billing systems, fixed assets management systems and many more. The company is ready to collaborate under a services agreement.

Details: For more than twenty years the Polish company is creating original IT systems, state of-the-art technological solutions and IT services for worldwide market. Their products are dedicated to the power and gas sectors. Systems are based on complicated, technologically-advanced works encompassing key aspects of business operations, such as trade in power and gas, production optimization and new product development.

Company's scope of services:

IT software and services dedicated to Gas:

- Data integration
- Business Intelligence
- Data acquisition
- Data warehouse
- Energy trading
- Asset management - a solution utilizing operational data for real-time assets monitoring and maintenance workflow automation

Innovative IT systems dedicated to power market:

- Enterprise Data Server (EDS) - is a comprehensive system for collecting and processing data that allows viewing of current and past process information from anywhere within your corporate structure. EDS information is gathered from control systems, as well as other plant data sources and is presented in process and read-only control diagrams, alarm lists, trends, and reports.

- Gas storage management system (SMS) - consistent but modular and highly configurable solution for technical and commercial support of underground storage operators.

- Compressor Energy Prognosis (CEP) - a tool for calculating and optimizing the efficient operation of electrical and/or gas powered compressors

- Gas cavern optimization (COS) - enables users to run gas cavern simulators based on live measurements acquired from the automation system and to store, analyze, display and export all required results of such simulations. The main objective of gas cavern operates stimulator is to provide the operator of gas storage with accurate and practical information regarding the actual availability, state and stimulated behaviour of gas cavern

- Billing systems (BRS) - the main purpose of the system is to generate invoices between contractors based on data from automation systems, external web pages, manual data or any other external systems.

The company is looking for small and medium companies as well as corporations from Germany, Austria or Switzerland, operating in energy and gas industry. The partnership would be conducted on the basis of a services agreement directly with companies and organizations working in the oil and gas sector.

Kooperationsgesuch

Country: France

Reference: BOFR20170609001

Summary: A French company is looking for partners in Europe to install or maintain multimedia equipment like digital signage, kiosks, video conference, video projection, audio, cabling. Services agreements are offered to partners especially in European countries.

Details: A French 14-years multiservices company has a strong position on their domestic market. With 30 highly skilled technicians and a network of 500 technical partners over France, they offer a solid and quick service to their clients for their needs in payment and checkout system, IT and multimedia equipment. The French firm is a certified partner with the major suppliers in those

sectors.

The SME is installing screens of all types (eg. screens in various sizes and weights, videoconferencing, LEDs walls) and also computer cables or electrical cables for their clients (eg. airports, hospitals, nuclear plants, private banks...). They can install day or night, and also in height (up to 10m). They perform maintenance and troubleshooting. They can insure audit on sites for future customer installations.

The SME works with the major French enterprises recognized in the multimedia market. These companies have to face to an increasing demand of services to install and maintain equipment like kiosk, digital signage, led wall etc..

The SME is willing to extend their business abroad and is actively looking for partners in Europe. Their aim is to establish partnerships with professionals with same business activities, in various countries, in order to install or offer maintenance services to their own customers. Multimedia equipment are distributed in subsidiaries or shops abroad. A geographical extension of our services should exert a leverage effect on their business.

That will give the opportunity to the European partners to increase their services in their own countries and the possibility for the French company to extend their services in Europe. In the same way, if the European partners are interested in accessing the French market, the French SME could offer their own services for installing and maintaining foreign equipment for their French customers.

The SME is seeking experienced companies in the multimedia services sector for services agreements.

Technologie & Know-how international

Technologie ANGEBOTE

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An innovative emergency reset procedure through a single recovery button to manage computer risks

Ref: TOIT20170720001

An Italian cybersecurity engineer, who worked as a consultant for important Italian IT and security companies, invented a new hardware and software device to help non-expert users to face the new daily challenges in cybersecurity. The solution is designed to meet the real needs of freelancers, self-employed workers, SMEs and public administrations.

The solution allows any user to set up the actions necessary to manage the information assets through a patented new device that greatly simplifies the management process with reduction in risks as well as costs. The new device (a physical IoT box) is integrated into the user's local network and connected with a Cloud platform to provide incident response, backup, and quick operational recovery.

The device automates the processes required to manage IT incidents, allowing the user to activate emergency procedures by simply pressing a button in case of problems encountered. The device is programmed to recovery from different types of incident, such as DistributedDoS attack malware, data loss, partial or total block of systems, by autonomously trigger recovery procedures to return to normal working conditions in a timely manner, recovering data and restarting activities at the point of interruption.

The inventor is looking for international partners, such as security companies or manufacturers of network devices, interested in the integration of the patented solution into their own products under a licence agreement.

Management of IT security involves growing costs, in terms of human and economic resources, in all kinds of business activities that are increasingly exposed to attacks and IT incidents.

The key advantage of the patented solution is to allow non-expert users - including non-professional IT users, small companies, etc. - to setup and manage autonomously and with great simplicity a "security plan" to protect their business activities.

Users, with a simple and user-friendly procedure, are able to provide the information needed to setup a security plan for their business case, to respond to different types of incident, such as DistributedDoS attack malware, data loss, partial or total block of systems.

The device is activated by a simple "push button" that autonomously triggers recovery procedures to restore a proper working environment (data and procedures).

The solution is highly innovative for the market for its simplicity and reliability. The solution combines local algorithms and networking and cloud functionalities. The working model of the device is the subject of a patent application.

Type and Role of Partner Sought:

The inventor is looking for small and medium companies as well as multinational enterprises (SME/MNE) that are manufacturers of information technology devices or security companies who are interested in using/ integrating the solution into their products under a license agreement.

A Korean company is offering magnetic wireless charging & data synchronization technology and modules to be applied in various types of mobile devices under technical cooperation for product application and business development

Ref: TOKR20171117001

The Korean company which was established in 2015, as a spin-off from its headquarter with over 17 years of battery and AC/DC adaptor (or also known as AC/DC converter) experience and now specializing in charging and data-sync technology, have developed a wireless smart mini module, capable of charging and data synchronization using a magnetic docking approach. The members of the company are mostly from LG, Samsung, etc. which are one of the biggest and renowned electronic corporations in South Korea.

Devices with this small coin-sized module can be linked with each other, perform specific operation commands, and even charge the battery. Because this module can be equipped with various electronic products in the form of IoT (Internet of Things), it has high utilization level.

According to an article from Forbes, a simple explanation of the Internet of Things is "the concept of basically connecting any device with an on and off switch to the Internet (and/or to each other)"

The main strengths of this innovative module are as follow: First, wireless charging is possible at 360 degrees rotation, which means that the technology has not just ended up eliminating the need for cable, but enhanced its usability with easy mounting. Contrary to this, the existing wireless charger cannot be charged if the receiver (smart or regular electronic devices) is slightly shifted to the transmitter (charger, cradle, etc.). The car cradle that applies this technology does not fall even when the car shakes. It provides the best environment for drivers who use road navigator applications in their smart phones.

Second, this module can be widely used in various environments due to its waterproof and dustproof function. The technology has been applied to many mobile devices (for example, Tablet PC, smart phone, phone cases, power bank, chargers, sports camera, GPS tracker, etc.) so far, and the company's new application products are on the way to the market. Third, there is no power loss or heat generation, which has been a great disadvantage of the existing wireless charging system. In terms of efficiency and stability, the use of this technological module will possibly bring a different level of satisfaction compared to using other existing digital products.

The company is looking for partners who can apply and further develop the technology of this Korean company into their business and products under technical cooperation.

Type and Role of Partner Sought:

- Type of partner sought: companies, public research institutes, university research institutes and etc.
- Specific area of activity of the partner: telecommunication, electronics, consumer electronics, cellphone accessory.
- Task to be performed: technical cooperation

Angebot

French Technology Transfer Office proposes a new Wireless broadband optical communication technology for mobile systems

Ref: TOFR20171115008

The French TTO (Technology Transfer Office) is acting on behalf of an established public laboratory of an university of the Paris region.

a french academic laboratory has developed a new Wireless broadband optical communication technology for mobile systems.

* Market Challenges :

The existing technologies, such as WIFI, Bluetooth, Zigbee and Ultra-Wideband, are known for the several problems :

- Limitation of the systems bandwidth (data transmission speed)
- Security of transmitted data : Radio Frequency (RF) waves can cross walls allowing people outside the zone to detect confidential information
- Electromagnetic interferences between the various types of transmitters on one hand, and with the various electronic modules which can exist on the other hand

A technology based on optical free-space transmission is an alternative solution which avoids those problems.

The laboratory has developed a wireless broadband optical communication technique for mobile systems (robots, drones, persons,...). The technology is based on a set of wavelengths simultaneously emitted in parallel mode and grouped in a single-beam light with the aim of reaching speeds superior to one gigabit per second. At the reception, one or several photodetectors are used. Every quadrant is capable of selectively detecting the specific beam of light thanks to a layer of wavelength filters on the photodetector.. Data are physically encrypted thanks to the transmission technique using a set of wavelengths.

* Areas of application :

- Communication between satellite and ground stations
- Indoor communication (videosurveillance, between robots and sensors, ...)
- Inter-drones communication
- Deployment of an ad hoc communication network (after a hurricane)

* Partnership :

The French TTO is able to provide technical and legal assistance to facilitate the eventual partnership. In case of business potential, the prototype can be partially funded by the TTO.

The partner sought could be a university or a company interested in :

- a license agreement as the TTO is ready to negotiate directly the patents rights for specific applications, or
- a research cooperation agreement of the actual device for some applications, or
- a technical cooperation agreement if the industrial application can benefit directly from the actual device.

Type and Role of Partner Sought:

The partner sought could be a university or a company interested in a license agreement or a research cooperation agreement or a technical cooperation agreement. The eventual partner should have a clear industrial application in mind, and should have a strong technical background to co-develop the product with the laboratory.

Angebot

Software solution for managing the complete process of preparation and online publishing of journals (academic, conference and non-academic journals)

Ref: TOMK20171116001

Most of the institutions preparing journals face problems in management of the whole preparation process. Most of the journal preparation is communicated via email, files are stored locally on the administrators' computers and they have to be carefully systematized and taken care of. Institutions rarely have systems for tracking the journal preparation progress; higher management bodies do not have insight into the process. All this makes the journal preparation slower, non reliable and less transparent.

In this regard, the Macedonian software development company introduces an innovative and competitive software solution for preparation and publishing of online journals. The solution is web based and it includes the complete journal preparation process consisted of several consecutive phases which are managed and monitored by the system administrator. Currently the system incorporates the following phases: opening a "Call for papers", registration of authors and submission of papers, approval, review, correction and proofreading of papers, creation and final approval of the journal and its online publishing. Access is granted to registered users only. Every user of the system belongs to one of several user roles: administrator, author, editorial board member, reviewer and proof-reader, having specific permissions and allowed actions in the system. The system enables transparency of the whole preparation process: registered authors, submissions, process progress and details of a current phase. All this is available to specific user roles through a user friendly dashboard. It is important to be mentioned that this system is fully customizable according to client's needs, the processes and user roles the client utilize. The software solution incorporates real-time notifications with system notifications and emails. The system also has an option for internal sending of messages.

The company is looking for new clients, end-users of the solution or partners that would help introducing the solution at new markets. Desired types of cooperation with international partners should be in the form of providing support for marketing the solution to the potential clients and joint further development or adaptation according to specific needs. The company is interested to cooperate with companies or universities under commercial agreement with technical assistance or licensing agreement. The Macedonian partner is expected to benefit from increased revenue sales whereas the international partner(s) would benefit from introducing the solution into their existing portfolio, increased market share, improved customer satisfaction and higher financial gains.

Type and Role of Partner Sought:

The Macedonian company is looking for cooperation under commercial agreement with technical assistance or licensing agreement with:

1. Clients i.e. end users- universities or any institutions publishing or planning to publish any kind of journals
2. Software vendors to sell the solution to their respective markets under the terms of commercial agreement with the technology holder. The potential partners are expected to include the proposed solution in their existing portfolio, to engage in promoting the solution at their respective markets, handle sales and after-sales support services. Whenever appropriate and agreed upon, the Macedonian company will provide necessary technical assistance during the overall process.
3. Software vendors to sell the solution to their respective markets under the terms of licensing agreement with the technology holder providing necessary technical assistance during the overall process

Angebot

Off-the-shelf engineering software for the oncology predictions

Ref: TOIT20171026001

This small spinoff of a South Italy based University performs research activity in the field of Computer Aided Engineering (CAE) technologies as applied to life science.

Its core activities deals with the complex scenario of cancer growth and fight. The inherent technological, social and ethical impacts of this project has a clear definition and consistence: the implementation of a virtual patient software will improve clinical treatment and drug development, at least for few applicative cases, to begin with.

Based on its expertise on CAE, coupled with all applicable occurrences of physics, chemistry and biology, the spinoff is fully able to perform a number of proof-of concepts on some type of solid cancer (in this preliminary phase, neither angiogenesis nor metastasis is involved). In the present context, such a tool will allow oncologists to realize at will virtual scenarios of the disease, and pharma companies to experiment perspective drugs in new, sustainable ways. These are but a few of the attractive outcomes that a proof-of-concept will help to unfold, while giving visibility of the product and attracting considerable capital (international financing clusters, research hospitals, big-pharma companies).

In practice, whenever the transport phenomenon is governed by a First-Principle equation, in form of one or more Partial Differential Equations (PDEs), one may solve the related field (velocity, temperature chemical or biological species).

In other words, in spite of the molecular scale of the present-day "omics" technology, this project addresses a larger scale, by describing the on-set of the disease at the microscopic (tissue) scale, given the PDE description of tumor proliferation in continua.

The spinoff is willing to cooperate with international partners under research and technical cooperation agreements, in order to achieve a complete development of technology and the first viable product. A cooperation under financial agreement, instead, will help the Italian company to outsource those activities where a technical collaboration is needed.

Type and Role of Partner Sought:

A list of main research activities follows, with present Technology Readiness Levels:

1. locate and implement proper partnership for oncology knowledge, using a shared knowledge platform to the advancement of the idea (TRL 1)
2. locate and implement proper partnership for clinical data: patient analysis data, imaging, disease course and outcomes (TRL 3)
3. locate and implement proper partnership for automatic recognition of Positron Emission Tomography (PET)/Magnetic Resonance Imaging (MRI)/computed tomography (CT)/ultrasound (US) imaging, depending on the target organ (TRL 1)
4. execute automatic rendition, capture and extraction of actual organ features, and generation of 3D geometry (TLR 3)
5. perform models on identified viable data and geometries (TRL 4)
6. perform validation enforcing clinical data reproduction, and multiobject validation of unknown parameters on tissue feature/tumor occurrence (TRL 4)
7. realize proper end-user interface, for viable implementation in clinical frameworks (TRL 0)
8. select recipient entities for financial/technological/commercial speculation and follow-ups (TRL 0)

Angebot

A Korean IT company offering chatbot platform for SMEs seeks cooperation partners for license and service agreements as well as commercial agreement with technical assistance

Ref: TOKR20171120001

A Korean IT company specializing in artificial intelligence(AI) is currently developing a chatbot platform to enhance customer purchase experience as well as E-business efficiency of SMEs. Members of experienced IT professionals are developing the chatbots and can provide a demonstrable prototype. The company wishes to expand their business to the European market via licensing and service agreements.

A chatbot is a computer program which conducts a conversation via auditory or textual methods. Various types of chatbots are already on the market. However, there were limits in existing products that needed to install separate apps for use, or to select among defined conversation menu instead of a natural conversation. To overcome such problems, the company is developing Social Network Service (SNS)-based natural language chatbots. An SNS is an online platform that people use to build social networks. Customers can use a variety of services such as ordering, counseling, reservations, and payments on their daily used SNS messengers such as whatsapp, skype, kakaotalk, etc.

Based on the natural language used by the customer, and in particular the specific terms used in each industry, the chatbot refers to the given big data to select and provide the best answer to the question. For example, if a user types and submits "I would like to order one pepperoni pizza to 20 Summer street in Malden", the chatbot replies, "Thank you, you will receive your order within 30 minutes".

With the company's natural language cognition chatbot platform, users do not have to ask questions in a standardized sentence, and they are free to ask questions and receive answers in free language. This chatbot, which will improve all the disadvantages of existing chatbot platforms, is expected to expand its usage among the generations who prefer to send and receive texts in real time rather than directly communicating with people.

The company is developing 10 different types of chatbot depending on business industry as follows: hospitals, restaurant, beauty (hair shops and nail parlors), massage shop, bank, cafe, hotel, tax accounting, law services and personal sports training. Examples of using chatbots in the specified business areas include: Ordering, booking, and payment, which will be proceeded with just a few letters written on the SNS. Personal consultation is also available. The chatbot platform also provides recommendations of nearby businesses(stores) based on GPS information. In addition, data acquisition function that remembers stores which the user prefers contribute to increase returning customers. The chatbot further provides convenient services such as: waiting time notification, pre-order service for restaurants, special offers for no-show accommodations and consulting services for law and tax accounting.

These various services provided by Korean companies' chatbots help SMEs in many fields to reduce customer service costs and generate profits. In addition, it can be used as a marketing channel to increase customer loyalty by providing users with fun and exciting factors at the same time.

In the near future, the company will also develop technologies that enable voice-based conversation services and foreign language translation support. Preferred partner types are companies, public research institutes, and university research institutes, but the company welcomes cooperation with any type of organizations and individuals wishing to apply the chatbot technology utilizing SNS.

Currently the company is interested in a license agreement and service agreements with overseas partner. Under a license agreement, the company wishes to offer the customer the chatbot's algorithm. Whereas in a services contract, the partner can use the entire service platform including the chatbot algorithm. The company will be able to increase the value of their service through these types of cooperation.

Type and Role of Partner Sought:

- Type of partner sought: Enterprises, research institutes, university research institutes
- Specific area of activity of the partner: All business areas that need real-time customer service
- Task to be performed: Under a license agreement, the company wishes to offer the customer the chatbot's algorithm. Whereas in a services contract, the partner can use the entire service platform including the chatbot algorithm.

Software for the prevention and treatment of emotional disorders

Ref: TOES20171127002

Spanish researchers have developed a self-applied Internet-based program for preventing and treating emotional disorders. The aim of the software is to reduce the incidence of emotional disorders through their prevention and treatment, special attention being focused on providing early care to those with a high risk of suffering such problems. Moreover, it provides the user with instruction on adaptive ways of coping with problems and overcoming them, without the need for any previous training.

The treatment protocol consists of eight modules oriented towards teaching different psychological techniques and adaptive ways of coping with stress. In addition to the cognitive behavioural therapy (CBT) components, it also includes practical exercises and strategies to enhance positive affect. Users are offered information allowing them to monitor their mood within the treatment. For this purpose, three transversal tools are used: How am I?, where the user can view a set of graphs showing his or her scores after completing each module (positive or negative affect, anxiety and depression); a calendar showing how often the system has been accessed, together with the tasks that have been done or are still pending; and an activity diary, which illustrates the relationship between mood and the activities that have been completed.

The program includes the following treatment components:

- Motivation for change
- Psychoeducation
- Behavioural activation
- Cognitive therapy
- Positive psychology strategies
- Relapse prevention

The developed software is the first in Spain that has undergone validation studies in a Spanish population. A controlled, randomised study has confirmed the efficacy of the treatment protocol used to improve patients' clinical situation. Results show that the interference arising from having experienced stressing events is significantly reduced in individuals who have followed the intervention programme compared to those in the control group. Furthermore, at one year of follow-up the improvements continue and the program is well rated and accepted by participants.

The areas of application of the software are:

- General population: people suffering from a low mood or problems of anxiety.
- Companies that wish to work on the prevention of emotional disorders among their employees.
- Hospitals and centres dedicated to caring for patients with emotional disorders.
- Clinical trials and research on clinical psychology.

Researchers are interested in reaching license agreements with companies, hospitals or research centres working on prevention of emotional disorders, and interested in applying this innovative tool. Technical cooperation agreements are also sought to adapt the program to specific needs.

Type and Role of Partner Sought:

- Type of partner sought: Companies, hospitals or research centres
- Partner's areas of expertise: Work on prevention of emotional disorders
- Tasks to be carried out: License agreements or technical cooperation agreements to adapt the software to specific needs

Gesuch

Seeking AI-driven property development investment analysis software

Ref: TRSG20171108001

A Singapore SME is seeking technology partners with applications, tools or expertise in Artificial Intelligence (AI) that can provide capability like machine learning in reasoning, analysing and providing recommendation or solutions in dealing with construction and development project risks. This can also act as a tool or application for analysis in the real estate industry. The SME is keen on a licensing, joint venture or services partnership with SMEs (<50) or research institutions.

The development of building usually comes with uncertainties and risks due to factors like delays and lack of funds, regulation, site conditions, market conditions, poor workmanship, poor design, ineffective coordination, weather and so forth. Such risk and uncertainties have an impact on the completion and cost of development.

Therefore, when managing such factors of risks and uncertainties, a real estate analyst requires experiences, skills and knowledge. Besides, a development project usually undergoes different phases before it is commissioned.

The Singapore SME is seeking partners with technologies or expertise in AI that can be effectively applied in the real estate and construction industry to reduce project development risks.

In detailing the process, the SME can collaborate with the partner by providing domain expertise with certain terms and conditions. It is open to co-innovating with technology partners, or partnering technology providers with ready or near-ready solutions.

The SME is interested to explore a licensing, joint venture or services agreement partnership with SMEs (<50) or research institutions.

Type and Role of Partner Sought:

The Singapore SME is keen to co-innovate with technology partners, or partner technology providers such as SMEs (<10, 11-50) or research institutions with ready or near-ready solutions via the following types of agreements:

- Licensing agreement

The Singapore SME can license the technology to adopt as well as offer it to its partners/clients

- Joint Venture agreement

The Singapore SME could set up a joint entity with the partner to co-develop and jointly offer the developed solution to their clients or partners.

- Services Agreement

The Singapore SME could establish a services agreement with the partner with support for the technology rendered by the partner.

Gesuch

A web application developer is looking for experienced partners in matching algorithms and scraping data technologies from e-commerce websites

Ref: TRFR20171107001

A French company dealing with the development of web applications is currently deploying a price monitoring system dedicated to online brands, manufacturers and online stores. They are looking for experienced partners in scraping data from website, App and other sources like Ajax technology. Then they are looking for efficient algorithms for data product matching (semantic, images, statistics...). Both technologies must be able to improve the system offered. Technical cooperation is sought.

The French company designs, creates and implements web-based systems to monitor competitive data on websites or marketplaces. The company cooperates with major companies (brands, manufacturers and e-merchants) selling their products online and searching for marketing data on the web. Its solutions improve their commercial development to take market share and decrease marketing costs. At the moment, the company wishes to improve process from the current marketing solution.

The service is currently based on a complete system consisting of:

- Parsing robot and big data analysis
- SaaS platform (software as a service) used as a large administrative panel (large analytical data)
- Online dashboards according to the online activity (supplier or retailer) and used as Business Intelligence purposes.

Solutions are available for large companies but do not meet their evolving needs. This is especially true in scraping data from markets and websites using AJAX technologies.

The company is interested in improving these data scraping processes to meet their customers needs. Partners with significant experience in scraping web data are sought.

Technical cooperation agreement is considered.

Type and Role of Partner Sought:

The company is looking for partners who can improve web data retrieval systems.

Companies with experience in webmarketing data retrieval and data analysis technologies are particularly welcome. On-the-shelf solutions will be appreciated. Otherwise, a fast specific development could be done.

Partners will be considered as technology/algorithms providers.

Technical cooperation agreement is sought.