« IKT: Von Europa nach nach Rheinland-Pfalz – von Rheinland-Pfalz nach Europa »

Kooperations- und Technologiegesuche und –angebote April 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 3-14** 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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Kooperationsgesuch

Country:	Lithuania
Reference:	BOLT20180131001

Summary: The company, providing various software, web development, SEO, mobile applications and other IT related services, is a fast-growing company based in Lithuania. Together with well-staffed professionals, the company at the moment is looking for a business expansion with a long-term collaboration all over the world. The company is interested to work under the outsourcing and services agreement.

Details: The company is an IT development outsourcing company based in Lithuania with 11 years of experience in supporting and maintaining the servers, network and software supervision and web development for the legal entities and private clients. The company is advanced in websites' development, various software, mobile applications, online stores as well as projects in volumes such as a development of artificial intelligence. Programmers' Team also provides the technical support, network and software development for various business customers. As specialized in IT services support and development, online stores and web development, the company is able to offer all the network, servers, software and IT devices support/ maintenance for legal entities. The company is open and flexible for various different kind of cooperation: collaboration with other companies such as web designers or companies that are looking for a professional IT department's supervisor that will ensure a fluent work of network, software and technical devices.

Different IT solutions ensure good internal and external communication optimized coordination and excellent customer service. The company offers the services from the beginning until the end of its life cycle.
The company is aware of:
-many vertical / business domains such as ERP, CRM, SCM and etc.
-WordPress (WooCommerce), OpenCart, PrestaShop, Drupal Commerce, VirtueMart (Joomla), Magento.
-has a help desk of 24/7 and this allows a fast troubleshoot.
The team of professionals are determined to reach the finest results on customers' needs and are willing to work until the customer's expectations are justified. The company specializes in the high-quality services for customers in order to maintain the best solutions and results

Kooperationsgesuch

Country:	Bosnia and Herzegovina
Reference:	BOBA20180130001

Summary: The software company from Bosnia & Herzegovina, established in 2001, whose main activities are design, development and maintenance of commercial, standardized as well as customized software solutions in line with the needs of a specific client/business, is offering high-quality software development and related services through an outsourcing agreement.

Details: A B&H software company, established on 2001 offers high-quality software outsourcing development and related services. Over 16 years of development experience in different domains and industries gave the company market reputation of the company that successfully designs and produces complex information systems based on advanced information technologies.
Besides many tailor-made projects, the company has developed a set of their own products, which include:
-	Enterprise resource planning (ERP) solution,
-	Enterprise risk management (ERM) solution,
-	System of web and mobile applications for the registration of educational and extracurricular processes in primary and high schools primarily intended for teachers, students

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and parents,
- System of web and mobile applications for management of processes in higher education (University information system),
- Software that supports business processes for companies that deal with trade of drugs, pharmaceutical formulations and other consumer goods that can be found on the shelves of pharmacies,
- Loyalty card system that provides software support for customer loyalty programs,
- Hotel management system.

Thanks to all mentioned projects, the team of the company, currently made of 13 employees, has a wide range of competence and know-how in following areas:
- Telecommunications
- Finance and accounting
- Public sector
- Healthcare
- Transport
- Tourism
- Trade
- Manufacturing

Most of the team members are college graduate M.SC. engineers of Computer Engineering or Economists. Profiles of employees (some of them have multiple roles):
Project management:
• 2 project managers with 5+ years of experience
Business process analysis:
• 2 business process analysts with 5+ years of experience
UI Designer:
• 1 designer with 3+ years of experience
Backend software development:
• 3 senior developers with 5+ years of experience
• 1 developer with 1+ year of experience
Frontend software development:
• 2 senior developers with 5+ years of experience
• 2 senior developers with 3+ years of experience
• 1 developer with 1+ year of experience
Mobile development:
• 3 developers with 2+ years of experience in Android development

The company has competences in following technologies:
- Java: EE, EJB, JPA, Hibernate, EclipseLink, Spring, Spring MVC, Spring Boot
- Java Web and application servers: Apache, Tomcat, Glassfish, Payara
- JavaScript: jQuery, AngularJS, Angular 4, KnockoutJS
- Mobile: Android, hybrid
- HTML, HTML 5, CSS, JavaScript, Bootstrap
- SQL, PL/SQL, Oracle APEX
- C, C++ (with STL) languages
- IDEs: Eclipse, IBM Rational Application Developer, NetBeans, Oracle JDeveloper, Microsoft Visual Studio, Borland Delphi, Borland C++ Builder
- Database engines: Oracle, MongoDB

Proposed partnership is through outsourcing agreement, where partner sought is in need of a substantial or additional service in development of a specific software solutions or components (that for example aim to support partner's internal business processes or enhance the quality of service to partner's clients).
Desired outcome of the partnership would be a long term cooperation in software development projects and support in software updating and maintenance.

The company has its own development team made up of experienced software engineers and economists. The team has a proven track record in a number of specific projects i.e. tailor-made solutions developed at the request of clients in various sectors: education, health, finance, food industry, livestock, tourism, telecommunications, transport and insurance.
All the projects have been successfully completed to the satisfaction of clients, using the agile software development methods.
The company also developed own software solutions in the areas of trade, finance, tourism, education and risk management that are valuable assets for building information systems according to specific user requirements.

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Country:	Poland
Reference:	BOPL20180115003

Summary: The Polish company was founded by people with more than 15 years of experience in nearshoring software development. The company provides high quality IT services: software development (Java, .Net, NodeJS, React JS) and mobile applications development. The team supports company clients at every stage of development, from UX design to product maintenance. The company looks for companies in need of software solutions under subcontracting, outsourcing, services and joint venture agreements.

Details:

This Polish IT company has been founded by experts in IT outsourcing. They help their clients choose and build the right solutions for their business. In just 2 years the team grew from 15 to 113 people. The company mission is to use their knowledge and experience to support clients in achieving their business goals. Therefore their first objective is to understand the clients' needs. The company is always willing to go the extra mile to find a solution that will serve their customers best.

The Polish software house from South West Poland offers its wide range IT services for international customers. The main goal of the company is to provide the highest quality of software engineering and IT services. Their engineers and project managers have successfully implemented and maintained numerous small, medium and large-scale software solutions for leading European companies. The company is looking for companies in need of software solutions.

SERVICES
Services which the company could provide are:
- nearshore software development - well-balanced, mature and scalable dedicated teams to handle IT systems' design, delivery and maintenance
- mobile applications – the company develops mobile applications for iOS, Android, Windows Phone and HTML5-based websites
- infrastructure - thanks to their know-how in areas ranging from AWS (Amazon Web Services) and Azure clouds to Service Continuity and IT Security, the company is able to provide the clients with tailor-made solutions for small, medium and large-scale operations
- embedded software development – growing department has proven skills and diverse expertise in firmware and embedded software design.

TECHNOLOGIES
The company offers work of their skilled and experienced software developers covering a wide range of technologies and toolkits:
- Java
- .NET
- React JS, React Native
- Angular
- NodeJS
- Cloud solutions: AWS, Microsoft Azure
- Mobile: iOS, Android
- Databases

The company wish to collaborate in mentioned above ways to expand international cooperation and increase revenues.

Depending on the range of services and work, the company is interested in cooperation under:
- subcontracting agreement,
- services agreement,
- outsourcing agreement,

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- joint venture agreement (in case of new projects the company could establishing SPV's (Special Purpose Vehicles)).

The company has developed its own way of creating teams and delivering their services (BOT - Build Operate Transfer). They set up development centers and complete operations support (offices, infrastructure, legal etc.) - everything with full cost transparency.
Other advantages are:
- professional insight, flexibility and individual approach
- over 15 years of experience in nearshoring software development
- team of 100+ specialists: software engineers, UX designers and Project Managers
- proven successes and delivered projects
- Polish and international offices (England and German based)
- HQ located in Wrocław - one of the biggest educational centres (over 2500 IT graduates every year) and one of the biggest engineering centres in Eastern Europe
- direct flight connections to almost 50 European cities

Kooperationsgesuch

Country:	Poland
Reference:	BOPL20180204004
Summary:	An innovative Polish manufacturer of one-of-a-kind holographic assistant and provider of software development services is open to international cooperation on the basis of manufacturing or services agreement.
Details:	The Polish company, established in 2012, is both a designer and manufacturer of holographic assistants and displays that can be used virtually anywhere, and a programming company offering its services to those in need of bespoke software.

Holographic assistant
Holographic assistant is the flagship product of the company. It is a virtual assistant resembling a real-life person that immediately raises interest among the people nearby. The assistant is completely interactive and responds to viewers' presence and their mood. The statistics module intertwined with the detectors installed provides data regarding the number of passers-by and the number of people that stopped and were interested to learn more about the product/service presented by the assistant. In addition, the assistant may respond to gestures of the viewers or be controlled by a touch screen.

Holographic display
In addition to the holographic assistant, the company manufactures also "classical" displays. There are no limits when it comes to the shape of the display, it may be a square, wave, smartphone or a person. The image created is perceived as a three dimensional one, thus increasing interest and its positive effect as a marketing tool. It is possible to add a touch-sensitive module that turns the display into a fingertips-controlled multimedia centre.

Software
The company is a provider of programming services, offering bespoke software that fulfills the requirements specified by the client. The company specializes in .NET, PHP, JAVA. It also has extensive experience in micro controller programming, machine vision and analog electronics.

Examples of software created by the company:

- interactive, gesture-controlled games that use Microsoft Kinect, Oculus Rift, Leap Motion technologies;
- AR (Augmented Reality) software used in marketing. The software allows the user of a smartphone/tablet to see additional information, as the application adds virtual elements "on the fly" to the video seen on the device screen;
- Real Estate Management systems;
- Enterprise Resources Planning (ERP) systems;

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- Customer Relationship Management (CRM) systems.

The company would like to strengthen its presence on the international markets, therefore the company is open to a long-term business relationship based upon one of the following agreements:

Services agreement
The company would like to establish cooperation with a business partner that would like to have bespoke software created to enhance its products and/or services performance.

Manufacturing agreement
The company would like to establish cooperation with any type of company that is in need of a holographic assistant and/or holographic display.

Unusual and original method of presentation, bringing positive associations with technologies known from science-fiction movies - holographic assistant/display is an effective eye-catcher.

Holographic display is brighter than the best LED displays.

Low maintenance cost thanks to energy-efficient and durable sub-assemblies.

The technology behind the holographic display allows for creation of very wide (up to 3.2 metres), fully-operational display costing less than traditional LED displays.

Good image quality regardless of the surrounding light - the image is bright and sharp both in dark and well-lit rooms.

Kooperationsgesuch

Country:	Poland
Reference:	BOPL20171227001
Summary:	The Polish SME specializes in the areas of machine learning and parallel computing. The company is a business partner, helping enterprises embrace the power of artificial intelligence. The company has been founded by IT practitioners who were schooled by Fortune 500 corporations. To develop international cooperation, the company is interested in establishing subcontracting or services agreements.
Details:	AThe Polish SME helps combine data, business objectives and domain expertise with cutting edge machine and deep learning techniques. It offers building new products based on the progressive solution. Moreover the SME has a massive experience in building software for high performance computing (HPC) platforms. The SME works closely with the academic world and combine cutting-edge research developments with their business acumen. It research & development center is conveniently located in Poland (no. 1 outsourcing destination in Europe). The company employs only the best artificial intelligence specialists. Their PhD experts continue researches seeking solutions to emerging problems and constantly work on finding new applications of machine and deep learning. That helps them bring the latest achievements out of the academic sphere straight into business.

The SME understand benefits and weaknesses of different algorithms, libraries, frameworks, as well as computing platforms. They can delivery perfect service offer optimizing the solutions for speed and improving energy efficiency which naturally further increases their clients' margins. Furthermore at the company's services exist a massive experience in porting, developing and optimizing (i.e. performance, energy consumption, accuracy of calculations) software for supercomputer platforms. The SME well recognized PhD researchers are doing pioneering work on advanced methods for parallel software design. While creating new methods for code and performance portability, and combining these with best practices in the field, they help clients develop efficient software across wide range of computational platforms. In the context of |

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artificial intelligence, HPC is crucial during complex training phases of neural networks. Therefore the SME offers expertise consultancy or custom software development services in the areas of: machine learning, deep learning, artificial intelligence, computer vision, parallel computing, high-performance computing (HPC) and heterogeneous computing.

To develop international cooperation the company is interested in establishing subcontracting or services agreement

The advantages of the company have been described as transform computers into intelligent machines by enabling them to identify objects and analyze scenes and activities in real-life visual environments. They do this through the latest achievements in deep-learning researches combined with state-of-the-art object recognition technologies. Eventually the computers gain the ability to see and interpret the visual impressions in a human-like fashion.

Computer vision is a true innovation reshaping many industries. The company provides extensive consultancy services to discuss client's ideas and challenges. It can help client gain a competitive advantage by bringing the latest techniques in computer vision to new market/customers.

The SME employs optimal techniques and carefully selected algorithms for the best results. This is a true innovation improving clients' business goals and contributing to their growth.

Moreover the SME combines academic researches with business acumen:

•	Team members having a track record of successfully delivered projects in the US, EU and Asian markets.
The company clearly choses the areas of specialization which helps become more focused and efficiently build expertise in:
•	machine learning, deep learning, computer Vision
•	high performance computing, heterogeneous computing, parallel computing
The SME strives to be a reliable partner
•	They invest in constant development of their experts
•	Their project managers ensure smooth day-to-day projects execution, timely deliveries, properly address changes, manage budgets, handle obstacles etc. They keep their clients well updated about progress
•	They put a large emphasis on protecting their clients' confidential information

Kooperationsgesuch

Country:	Israel
Reference:	BOIL20180215001
Summary:	An Israeli SME specialized in universal software solutions has developed innovative software for industrial automation / robotics, specifically, machine tending and palletizing applications. The product can provide ready-made solutions for customers' own hardware and robotics in a various types of industrial automation processes; it is used by leading Israeli and Turkish companies. The target partners are integrators /automation companies. The company is seeking licensing agreement.
Details:	The Israeli company was founded in 2005 and is engaged in development and installation of software for industrial applications. Based on a wealth of experience in industrial application software and robotics, the company has built software solutions and installed them in a variety of factories at leading companies. Now they are the only provider of flexible software solutions for a variety of hardware in the field of machine tending and palletizing. The company emphasizes its reliability, customer support, speed and efficiency. The company offers to the market ready-made PC software for controlling industrial robots, which will typically be organized around a production cell. Two specific varieties of software are offered, one to control robotic machine tending applications and one to control robotic palletizing applications. Both types of software can control a range of applications starting from simple systems, e.g. one robot tending one machine or palletizing one production line up to more complex systems, e.g. multiple machines or production lines and also possibility of multiple

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robots.

The software products include possibilities of optimization to ensure maximum throughput and productivity. The software enables real time work and operation is controlled using an operator friendly interface.

The software has the following advantages. It is the only ready-made PC-based software application. Applications using the software can be installed and set up quickly. The software has user-friendly operator screens including ability to customize language, run time interface, also logging and statistics available. Unlimited number of parts are definable on set-up screens. The software is scalable for a variety of architectures.

For machine tending specifically, a variety of machines and robots are supported. Parts may arrive and depart in a variety of ways (pallets, trays, conveyors etc.). Sequence of operations is flexible and may be defined onsite.

In short, the software is an "off-the-shelf" product which includes an ability to customize as required. The product offered consists of software and support for installation. The product is intended for use in industrial enterprises, for those who prefer to buy an "off-the-shelf" product. Systems are based on the software, have been installed at a variety of national and international factories in Israel and Turkey.

The potential partners are integrators or automation and robotics companies who want to get an "off-the-shelf" product. The company is looking for cooperating with partners under license agreement.

The company has been on the market for 15 years, has considerable knowledge in the field of industrial automation, their products are used at large industrial enterprises in Israel and Turkey. The company supplies reliable products with support and high level customizing.

Their core product – innovative, the only ready-made PC-based software application to provide for automation in industry is:
1)   A stand-alone product, which can be customized, as well as to be installed in different types of robots.
2)   Reliable
3)   Large variety of functions, possibilities, customized
4)   Efficient
5)   User-friendly and easy-to-use.

Kooperationsgesuch

Country:	Poland
Reference:	BOPL20180215001
Summary:	A software house from North East Poland offers software development and IT services. The company is looking for subcontracting, outsourcing or services agreements with potential partners.
Details:	A Polish software house located in North East Poland with over 30 employees and vast background experienced in : -IT -consulting, -handling and optimization of processes, -geolocalization and geomarketing, -management of relationships with customer and sales networks, -order handling, -e-learning, -reporting solutions, offers IT solutions: -web -applications, -internet portals,

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-systems integration,
-mobile software,
-big data,
-business intelligence.

The software house has experience in projects for the biggest debt collection agencies, real estate companies, medical
and logistics companies.
The company uses technologies: Java, script, angular,
 elastic,GWT, Android and Apple OS (Operation System).

The Polish company is looking for foreign partners and is open for cooperation on many levels. The software house has excellent expertise that is keen to share with international partners through: services agreement (consulting, identification of needs and solutions created to specific needs), outsourcing agreement (IT and software specialists who can work remotely or onsite) and cooperation as a subcontractor to projects.

Advantages and Innovations:
-Team with specialists with over 12 years experience in ICT,

-professionals engaged in cooperation with government and the biggest companies on the market from the fields: insurance, medicine, logistics, debt collection agencies and many more,

-full IT consultancy and problem solving,

-body leasing/outsourcing of specialists,

-verified and safe technologies,

-usage of Agile process,

-dynamic response to client's business needs,

- verification and cooperation on every level of work with the client,

- proactive approach to the realization of the projects ,

-European mindset and dimensions of the project

Kooperationsgesuch

Country:	Spain
Reference:	BOES20180222001
Summary:	A Spanish company offers highly specialized products and services in the field of electronic document and record management systems (EDRMS). It seeks all types of public or private companies in all countries that need to integrate and develop customized applications or services to modernize their processes and workflows related to the management of their knowledge base stored in their documentary or data repository. The company is interested in a service agreement.
Details:	The company is a spin-off of a Spanish university specialized in the development of applications and services in the field of electronic document and records management, as well as electronic administration. It is a company with a clear international focus and also with extensive knowledge in telecommunications, security and electronic commerce.
	The spin-off offers its own base software products, as well as services for the development of fully customized software or the adaptation of the above base products to cover the special customer requirements. These applications and services are developed using modern web techniques that

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allow customers to migrate from outdated software or traditional paper-based management. These applications and services allow the administration, storage and classification of different types of enterprise contents, provides security to documents and data repositories, adds metadata, speeding up search and increases the productivity of business processes and workflows.

The company also possesses know-how in the edition of documents using data forms in combination with configurable templates to produce documents efficiently, which users must create and edit very often, increasing their productivity. They are also integrated with digital signature. Then, the software allows to generate, edit and sign documents efficiently and safely. The benefits of this new technology are the improvement of communication between organizations and within them, as well as the quality, competitiveness and productivity of companies.

The fact is that the management of documents, records and data is a transversal field that can be applied to all productive sectors in which documents and processes are involved. Some examples in which these applications and services can be especially useful are consultancies, notaries, universities and educational institutions, public bodies, as well as SMEs, EMN and all kind of interested companies. Companies and institutions interested in a service agreement are being sought.

Based on a simple, intuitive and easy-to-use user interface (UI) design, it offers companies a simple method to manage and organize in a scalable way their repository of documents and data currently distributed in multiple locations, in a common place, with high levels of security, access control and authorization, and accessible from anywhere and at any time by means of any device. The software can manage any type of document, multimedia files, images, etc. in a complete and structured way.

The main advantages of these applications are: (1) faster access to documents; (2) a boost in the business processes productivity; (3) a pervasive and scalable platform available anywhere, at any time and through any device; (4) a reduction in costs by making documents electronic; (5) paper saving; (6) a high level of security based on multiple variables and, in fact, fully adaptable (group roles, concessions by individual users, revocable access, based on metadata, dates, etc.); (7) a complete trace of the activity and actions of the users with documents and data; (8) integration of business processes (e. g. authorization and approval flows); (9) management of electronic and physical records; (10) API to integrate with third party applications and services (e. g. accounting, workflow, digital signature, certification of documents, etc.).

Kooperationsgesuch

Country:	Poland
Reference:	BOPL20180123001
Summary:	Polish provider of IT solutions outsources developers and is looking for subcontracting and services agreements in the Nordic countries, France and UK. It provides websites, mobile apps, business software, Customer Relationship Management systems and internet marketing.

Details: A Polish software house provides IT solutions such as: websites (with Responsive Web Design), web portals, mobile applications for IOS, watchOS and Android operating systems, tailor-made business software, internet marketing, Customer Relationship Management (CRM) systems and more, for any types of corporate clients. The key technologies used are: Laravel PHP Framework, VtigerCRM, SugarCRM and SuiteCRM.

Its CRM implementation process consists of: needs analysis, design, programming, implementation and training, and support and development.

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The company has been on the market for 6 years, and cooperated with many large, prestigious clients. Its portfolio comprises contracts with clients, such as Ernst & Young, Inova Capital, a major museum in Warsaw and Lion Group LLC from the US.

The company is looking for partners particularly from Denmark, Sweden, Norway, Finland, Iceland, France and the United Kingdom but is open for other opportunities as well. Its objective is to further strengthen its market position and scope of operations through stable cooperation with international partners.

Advantages:
- rich portfolio - experience with large and demanding clients (references and the whole portfolio can be provided on demand), as well as numerous start-ups;
- flexibility - custom-tailored solutions; CRM systems can either be developed specially for a client, or based on a well-proven open-source licence;
- added focus on graphic design and elegance of solutions delivered.

Kooperationsgesuch

Country:	Republic of Macedonia
Reference:	BOMK20170331001
Summary:	A Macedonian IT consulting company is offering cooperation to foreign partners with outsourcing, subcontracting and service agreements. The company offers full range of IT services: IT staff augmentation, project based outsourcing, off-shore and near-shore resourcing services, system integration, custom development, quality assurance, financial and billing systems, business process management, customer relation management, data analytic and integration.

Details: The Macedonian company is an IT outsourcing and consulting company that provides full line of services in software development and implementation lifecycle such as: all phases of software development, IT support and project management. The company has 2 offices in Macedonia and a sales representative in USA. It is now looking for new partners to offer its outsourcing services in ICT industry. The main industries and sectors that this company deals in are the financial and insurance, telecom, healthcare, consumer electronics and manufacturing.

Services that this company offers include, testing and test automation, software development, IT staff augmentation, project based outsourcing, off-shore and near-shore resourcing services, system integration, custom development, quality assurance, financial and billing systems, business process management, customer relation management, data analytics and integration. The experienced staff are educated IT engineers on European universities ad are capable of working in various project types, such as web development, desktop development, reporting, business intelligence, etc and in various development environments, such as .NET, Java, Python, web development platforms, such as Angular, jQuery, HTML, CSS JavaScript, etc. The company has also extensive experience in data warehouse management, business intelligence, reporting, billing, rating, mediation, order management, and analytic.

The company is offering full range of IT services to foreign partners and is interested in outsourcing, subcontracting and service agreements. It is open to be as a subcontractor to the partner offering IT services as: IT staff augmentation, software development and project management. The company is also looking for a partner that needs to outsource part of its production process or partner for service agreements.

The company has 2 offices in Macedonia and sales representatives for Europe and USA. It has 20+ domain professional experts that tend to adopt technology trends in ICT industry by analyzing processes, tools, and project performance, implementing methodologies (such as lean and lessons learned), and process improvement.The company delivers end-to-end IT outsourcing services that allow clients to achieve both quick wins and long-term results. It brings of technology evolution, business issues and applicable IT technologies.
With many years of experience in the telecom industry, this company specialized in the

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development and system integration of advanced telecom solutions, offering consultancy, maintenance, support and testing services for major Telecom companies in Europe.

Kooperationsgesuch

Country:	Software for inventory and logistic system are offered to a distributor in European countries
Reference:	BOFR20180202001
Summary:	A French software developer based in the South of France, specialised in inventory and logistic application for small business companies, is looking for partners in Europe under a distribution agreement.

Details: French Software editor start up created in 2010, specialized in embedded software, test and measurement systems for inventory and logistic application (via barcode system among others) for small business companies. This company is looking for a distributor in European countries that will sell the products abroad.
The company is specialized in the following domains :

Robotics: They are able to design and deliver a tool in a short delay, a robust programming model and an abstraction layer to bring to mechanical and process engineers a flexible tool.

Communication: The customer always knows what is really going on.

User interface: Their screens usually show to the user only what he wants and what he can handle with his knowledge and his rights.

Maintenance: Each component can be tested, simulated separately, and provides its own logging data. Whatever happens, the customer can always find from the logs what has happened, and how to correct unexpected behavior.

Data processing: Their data base models are very simple to keep a high level of real time performances. Net data base connectors enable the customer to store data on any remote disk or cloud storage.

Specialization in the following domains:
• control systems specification
• design and architecture
• diagnosis and audit
• project management
• embedded software, real time application and drivers
Working with this company brings much more than just software:
• experience of hundreds of applications and systems in many different domains, all successfully installed and most of them still running.
• A large overview of current and future technologies thanks to their cross-disciplinary works.
• A totally agile and original project management shortening time-to-marked and improving people involvement.
• 5language available
They can provide most of the components and applications needs, without wasting time in specification and unitary tests.

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Country:	Ukrainia
Reference:	BOUA20180227001

Summary: A Ukrainian company is an innovative engineering company established in 2007. Company's sector activity is Automation of technological processes, Smart metering technology, Smart Grid, Telemetry, Telemechanic, SCADA, and IoT. The main company's business dimension is the development and production of software and hardware telemetry and telemechanics systems, remote control systems for industrial facilities, AVL systems, fuel consumption control systems and automated fueling systems, and LoRa WAN.

Details: A Ukrainian company is an innovative engineering company established in 2007. Company's sector activity is Automation of technological processes, Smart metering technology, Smart Grid, Telemetry, Telemechanic, SCADA, IoT. They have extensive experience in implementing international projects related to automation of industrial and infrastructural objects, implementation of alternative energy and material accounting solutions. The company has powerful teams of engineers and programmers who develop unique engineering solutions. Company's customers are efficient companies from around the world that strive to apply modern methods of automation and control in its daily activities.

Company offers following solutions:
Automated Control Systems, software for industrial process control systems, software for the visualization of industrial processes;
Supply and integration of the electrical equipment for automated control systems of the our own production;
Automated Vehicle Location Systems and FleetManagement Systems for different fields of activity (for mining, agriculture, municipal and utilities transportation etc.);
Development and producing of Low Power Wide Area Network equipment (LoRa WAN);
Development and producing of Smart gas/waterlheatlpower meters;
Development and producing of the equipment and software for Smaft Grid;
Software development;
Automated Control Systems and IoT for municipal and utilities;
Hardware development;
Building of the wireless broadband data transmission systems (organization of wireless systems in the 2 and 5 GHz bands at speeds up to 2 Gbit/s, distance up to 32 km);
Building of the Systems for automated and dispatch control of technological processes SCADA (automated process control systems using logic controllers and software);
Building of the Systems using human-machine interfaces (HMI) for solving problems of monitoring, control and programming of technological processes.

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Technologie & Know-how international

Technologie ANGEBOTE

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Technologie GESUCHE

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Highly efficient digital solution for documentation, task and defect management in the building industry

 Ref: TOAT20180219001

The construction industry is among the least digitized branches and faces the following challenges: Today nine out of ten construction projects are not finished on time and on average one to two defects per ten square meters occur in each real estate project. One reason for the industry's productivity problem lies in its fragmented structure. The profit margins in the construction industry are the lowest of any industry except for the retail market.

This cloud based SaaS (Software as a Service) solution will address the above mentioned problems for project managers, architects, technicians and facility and property managers. It offers documentation, task and defect management in construction and real estate projects of all sizes via web access and mobile apps for all types of iOS, Android, Windows and Blackberry devices.

The Austrian company has defined two different roles in a real estate project:
- Users have access to the web application and the mobile app and a monthly service fee is charged.
- Invited subcontractors and watchers (e.g. controlling or general management who are not in operations) have only access to the mobile application. They can use the solution free of charge.

The first step in using the product is to create an account. Then the user can create via the web application one or more projects by filling in the project details and uploading building plans to be able to directly locate defects and tasks. Even large construction plans with many layers can be added without a loss in quality.

Next, users can invite colleagues and subcontractors to participate in their projects. This way the project coordinator can share in real-time the status of the project or distribute tasks. The project coordinator can even manage the information distribution between all participants by assigning different roles and rights.

Users can now record defects or update a specific task or ticket progress on site with a mobile phone or tablet which will be synchronized with the web app in real time and vice versa. Each ticket is located directly in the building plan. Text, photos, voice recordings, status and colleagues/contractors can be added to every ticket. All information on project and ticket status is logged chronologically. All progress is reported by an in-app notification and/or e-mail. Also, every assigned task is reported to the assignee.

Members can filter information by project, plans, company, assignees, priority, progress, due dates, ticket type and category and much more to get sophisticated in-depth views about the progress or generate exportable reports with a few clicks.

Several statistical features are included, which help e.g. to monitor, if colleagues or subcontractors have capacities available.

The company now seeks industry partners in the construction, architecture, engineering, monitoring and facility management industry for commercial agreements with technical assistance.

Type and Role of Partner Sought:

SMEs, large companies

Commercial agreement with technical assistance: The company is looking for resellers with digital competences in the construction, architecture, engineering, monitoring, facility management industry.

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Angebot

Real-time Analysis Solution for Distribution Management System(DMS)
Ref: TOKR20180123003

A research institute of South Korea has developed an operation method for a next-generation distribution system. These days, various way of electric power generation (ex. nuclear, thermal, wind, solar cell) makes integrated power management. This technology enables acquisition and analysis of supply power by sources.

The innovative aspects of this technology are that it is a real-time analysis of distribution network with standards-compliant software, providing real-time distribution network condition using topology processor, power flow, load estimation. And it provides package software including various engineering elements, like database tool, simulation mode, etc. Also, it provides distribution analysis solution.

It is applicable to various modularized application programs which are easily applied to/expand the system. So, it provides standardized distribution system analysis S/W. This enables analysis solution of various power distribution.

The research institute is open for the various type of collaboration. The technology is ready to be adapted to industry and commercialization. The team is looking for potential partners for commercial agreement with technical assistance and manufacturing agreement.

Type and Role of Partner Sought:

Type of partner sought
- SME, larger company, research institutions

Specific area of activity of partner
- Power distribution company

Tasks to be performed by the partner sought
- commercial agreement with technical assistance, manufacturing agreement: the potential partners are to transfer technology in for commercialization.

Angebot

UK Government software for improving GIS imagery is available for license
Ref: TOUK20180226001

The rapid growth in the demand for geospatial image analysis has resulted in the need for more capable Geographic Information System (GIS) software. Existing GIS software can be limited when there is a requirement to rapidly process large numbers of images of varying quality, weather conditions, and timestamps.

A leading UK technology transfer organisation has developed a GIS software extension that overcomes these limitations and also delivers huge improvements in the accuracy and speed of processing to enhance the capabilities for geospatial image analysis.

The multi-source analyst toolkit for improved spatio-spectral exploitation is a set of software algorithms to analyse operational imagery. It comprises algorithms for image registration, object identification and change detection. The novel approach used for image registration provides particular benefits for GIS software. Developed for the UK Ministry of Defence reconnaissance imagery applications, the toolkit benefits from more than 10 years of development and testing on large real-world datasets.

Unlike other image registration algorithms, it is not dependent upon tie points. This gives it a significant performance improvement as variations in the quality of images increase. Image registration also benefits

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from the incorporation of 3D modelling which allows new terrain images to be accurately aligned with previously captured terrain images.

Huge improvements in the accuracy and speed of object identification and change detection from both airborne and satellite imagery have been achieved. In one operational example it has improved image matching from an accuracy of 200 m to 5 m or less.

The solution can have the following applications:
- Environmental - agriculture, ecology, conservation, climate change
- Transportation - planning, logistics
- Science - astronomy, meteorology, archaeology, water/energy management
- Security - border security, antismuggling, emergency response
The company is looking to offer a license agreement for its software to GIS system providers or integrators in the above sectors.

Type and Role of Partner Sought:

An organisation with an existing GIS product, or an in-house team with GIS data processing requirements, is sought to integrate this technology into their existing solution via a licensing agreement.

Angebot

App solution for events networking optimization
Ref: TOES20180307001

In crowded professional associations and events (conventions, fairs… of more than 200 participants) the participants have networking objectives and goals. It is hard to identify participants with whom you have synergies in big environments, where there is no time to speak to everyone. The challenge is not anymore in having new contacts but to reach the appropriate contacts.

For this reason, the Spanish ICT company has developed an innovative networking app solution that has received funding from the European Regional Development Fund. It focuses on filtering the overdose of information and contacts during events by only facilitating contact with the participants with whom they have synergies, counting with the input of all the participants.

Main features regarding this solution are the following:

- Android and IOS downloadable app
- Optional live networking workshop
- Ranking networking feature (the best networker of an event is chosen).
- It allows the monitoring/statistics of the event and the satisfaction of its participants
- Pop-up notifications reduced to a minimum and show
-It can be used either for a specific event or long term within an ecosystem of organizations such as clusters or associations.
-Interactive: It registers the progress of each participant and suggest new contacts.

The Spanish company is looking for ICT integrators willing to cooperate under license agreement.

Type and Role of Partner Sought:

The Spanish company is currently looking to expand its international network of partners through license agreements with ICT integrators. The role of the partner sought is to commercialise this solution within a designed area to potential clients such as clusters, trade shows organizers, associations, other event organizers, etc.

Computer vision & artificial intelligence applied to real time parking availability and smart surveillance solution for managing on/off-street parking
Ref: TOES20180307003

A Spanish SME with computer vision and automation solutions for cities based in Barcelona is offering solutions for a wide range of people and vehicle counting, differentiation, and automation solutions using real-time image analysis software solutions and artificial intelligence.

Finding parking space in most cities around the world is a time consuming and frustrating experience for drivers. Having real time information on available parking spaces in different locations of the city or a remote parking lot in a tourist destination can be very useful for drivers saving them time and avoid unnecessary trips and emissions. But calculating this information for outdoor parking areas is a challenge as typically there are no access controls to track the entry/exit of vehicles. The current solutions on the market involve sensors that need to be installed on the ground to detect whether a vehicle is parked or not. This is extremely costly and maintenance intensive considering that there are usually several thousand parking spots in a city. Further, the information that can be provided by these sensors is only limited to parking availability. Additional data like vehicle type or license plate is not available. The challenging environmental conditions like visibility, rain, snow etc. make conventional image processing solutions not very accurate.

The SME has come up with a complete hardware/software solution to address this gap in existing parking solutions in the market using its expertise in computer vision. The solution analyses images from cameras installed at the parking location instantly to determine the available number of parking. The solution can work with images from any type of camera, hence providing flexibility irrespective of the limitations of light, rain, snow, etc. Applying artificial intelligence techniques, the solution can be customized to specific project requirements, hence providing highly accurate results comparable to existing ground sensor based solutions. The company has already implemented a project for a 450 car capacity parking lot of a ski resort in France and is currently working on a second project in a city close to Barcelona. The parking availability data and other necessary information like License Plate information, real time surveillance, etc. can be published on any other mobile or web platforms as required.

The technology is commercially viable and is available for implementation. The Spanish SME is seeking to partner with SMEs and other private or public organisations who are interested in implementing this technology to solve their parking management needs through the following cooperation approaches:

1)   The SME is interested in a commercial agreement with technical assistance, where a turn-key project will be run for the implementation of the technology. It offers continued maintenance support post project implementation.

2)   The SME is currently also looking for external investments with an offer of a minority stake in the company from interested partners. The investment is primarily required from for further international business development and improving the product design.

Type and Role of Partner Sought:

1) The Spanish SME is interested in a commercial agreement with technical assistance with:

- private companies (e.g. parking operators, smart city mobility solutions providers, amusement parks, shopping centres, airports, etc.) who are interested to commercially procure and implement this solution in the parking facilities they manage directly or indirectly.

- public organisations (e.g. municipalities) looking for parking and on street surveillance management solutions, who are interested to commercially procure and implement solution in the parking facilities managed by them.

2) The SME is currently also looking for financial agreement with international private/public investment firms with an offer of a minority stake in it. The SME is open to further discuss and finalise the terms of this agreement.

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A French company developing a simulation platform for autonomous and robotic vehicles and drones is looking for partner's integrators in automotive, defence and robotics industries for technical cooperation and commercial agreement

Ref: TOFR20180215001

A French company has developed a platform for hardware-in-the-loop (HIL) 3D and real-time simulation to optimize the development of autonomous cars and robotic vehicles. The simulator is a 3D and real-time simulation tool dedicated for industrial and laboratories which work on instrumented and mobile robot: autonomous systems as well as ADAS (Advanced driver assistance systems), autonomous car, tele-operated or autonomous robots and drone.

The simulator allows users to:
- simulate the behaviours of equipment in realistic or conceptual environment,
- test various algorithms with different random perturbations
- visualize the scene as a whole or through the flows of different cameras
- work on monitoring control systems and interface with another software like SIMULINK, RTMaps, dSPACE, ROS, OpenCV.
- exploit result on real systems with plug and play interface

The simulator fulfils the needs of industrial car manufacturers which work on autonomous car, defence and nuclear sectors working on development of tele-operated and autonomous robot using wheels, track and robotic arm.

The company offers either a technical cooperation or a commercial agreement with technical cooperation for partner's integrators specialized in the robotic system, defence or automotive industries.

Type and Role of Partner Sought:

The company is looking for partner's integrators meeting the following characteristics.
- operating in the following industries: automotive, defence, robotic system
- Perception of innovation: capacity to handle complex challenges through innovative solutions and technologies.
- Capacity to sell the solution, propose a personalize offers to the customer needs and provide customer support (Training and Service)
- Expertize in robotics, autonomous vehicle or robotic mobile software.

Gesuch

A Spanish start-up is looking for innovative IT add-on solutions to improve its logistics platform for the last mile delivery

Ref: TRES20180115001

The digital logistics platform developed by the Spanish start-up, makes a tangible impact on business results and customer experience by optimizing last mile transport and customer engagement.
It provides Software-as-a-Service platform that offers businesses of any size an easy way to offer an Amazon- or

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Uber-like level of customer experience, optimization and visibility into their own delivery operations, whether owned or subcontracted, shared or dedicated.

In order to improve its technology, the Spanish company is looking for innovative IT add-on solutions:

-Distance matrix developments: Technologies that provide geographic positions and build up different coordinates of a given route.

-Route optimizers: It complements the distance matrix. In order to ease the development of the route optimizers, the company counts on a highly detailed document describing all labels used in the XML request and response files, the different parameters/restrictions applied and expected behaviour.
In addition, the company has a 300.000 services standard file and six additional smaller files to facilitate fine tuning of the algorithms and the scale-up process.
The sought route optimizers (for deliveries) must be able to deal with a standard performance of 300.000 services, time windows, other restrictions and one hour optimization, including time needed to build distance matrixes.

IoT applications: The kind of tecnologies sought within this area are related to highly specialized and relative small sectors (bio-hazardous residues collection), or on mass-market (50 cheap, single-use temperature sensors per vehicle capturing individual chilled/frozen foods orders temperature, showing its evolution to end-customers and predictive potential issues information to driver, transport company etc.).

AI (Artificial Intelligence), big data, and machine learning applications: The company is looking for solutions oriented to gain further insights and become the scientific base to quantum improvements for clients, public administrations and society in general. Nevertheless, for this kind of applications, the company is more open, being the selection criteria their capabilities and potential.

The preferred partnership sought to incorporate the complementary technologies is license agreement.

Type and Role of Partner Sought:

The Spanish company is looking for IT developers willing to license out anyof the technologies mentioned in the describtion field, in order to improve its logistics platform for the last mile delivery.

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.

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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.

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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.

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