

Business Request

UK kitchen textile business seeks linen and cotton fabric supplies and completed products to enhance their product range.

Summary

This Northern Ireland (UK) kitchen textile business seeks manufacturing agreements with mills throughout Europe who can produce 100% linen and/or 100% cotton fabric. They also seek innovative kitchen textile products to add to their range.

Creation Date	13 November 2017
Last Update	15 December 2017
Expiration Date	15 December 2018
Reference	BRUK20171106001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/be13dd69-9481-4f02-9874-24a428a98aaa

Details

Description

This Northern Ireland (UK) company can trace its history back to the nineteenth century with 135 years in the production of textiles. It is a family business which prides itself on the supply of high quality linen, kitchen textile and gift merchandise.

They specialise in Irish Linen tea towels and their product range include kitchen co-ordinates such as napkins, tablecloths oven gloves, tea cosies, bags and giftware etc.

They have several websites to promote their products which are sold not only in the UK and Ireland, but throughout the world.

To meet the demands of a 21st century market, sourcing and production takes place in various sites throughout the world, the quality of the end product is still controlled in Northern Ireland.

To meet demand the company seeks manufacturing agreements with mills throughout Europe who can produce 100% linen and/or 100% cotton fabric. The fabric must be supplied in PFP state (prepared for print).

The company would also be interested in a partner who can produce pre-cut panels for tea towels in PFP.

They also seek innovative kitchen textile products to add to their range under their own company brand under a manufacturing agreement.

Long term partnerships are envisaged.

Advantages and Innovations

This is a long established company with the reputation for providing quality merchandise. They have vast experience in the textile world and use their knowledge, experience and contacts to sustain and develop their business.

They are a progressive company who are continually innovating and updating their product range as well as trading in traditional Irish goods. Successful partners could share in this success.

The company has developed several websites to promote their product range which has proved very successful.

Technical Specification or Expertise Sought

Manufacture who is already producing 100% linen and/or cotton products - can produce pre-cut panels for tea towels.

Stage of Development

Already on the market

Keywords

Market

07004003 Home furnishing and housewares

NACE

C.13.2.0 Weaving of textiles

C.13.9.2 Manufacture of made-up textile articles, except apparel

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Retail

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

1880

Turnover

10 - 20M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

The company is seeking a long term manufacturing relationship with the right partners who should be active in either textile production or an experienced sewing manufacturer.

The successful textile partner will be provided with manufacturing and quality specifications for all fabric orders.

Textile products will be branded under the company's brand.

A quality standard for the production will be agreed before production commences.

Potential partners will host a meeting on their premises to discuss contract details including production capacity, scheduling of orders etc.

Letters of reference from previous clients should be made available.

Type and Size of Partner Sought

SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Manufacturing agreement

Attachments



Technology Offer

An innovative interactive teaching kit for science classes in primary and secondary schools

Summary

A Serbian company, in cooperation with science teachers, developed interactive teaching kit for biology, chemistry and physics based on the use of computers and sensors. The main advantage over the conventional teaching kits is state of the art software that guides students through experiments. The company is interested in commercial with technical assistance and service agreement, but also in joint venture agreements, because it wants to continue further development of software for education.

Creation Date	30 December 2016
Last Update	13 January 2018
Expiration Date	18 July 2018
Reference	TORS20161230001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/73b2c810-369a-469d-a997-2060e8a7e740

Details

Description

A Serbian company is specialised for production, engineering, trade and services and exists over 20 years. It is founded in 2003, after the division of the mother company which was founded in 1992.

In cooperation with teachers from the Mathematical High School, the company developed second version of the teaching kit for biology, chemistry and physics. The innovative teaching kit is based on the use of sensors and a personal computer with installed software with predefined experiments.

Use of the innovative kit in teaching allows students to focus on the core problem that is being examined, and not on the measurement and data logging techniques. By actively participating in the experiment students are easily drawing conclusions and the quality of the acquired knowledge is raised to a higher level.

Collection of data from sensors, drawing graphics, creating tables and generating reports is performed by this innovative software. For each experiment there is a detailed instruction created by experienced teachers with a theoretical introduction, the task description, the tools that are being used and implementation.

Today, when all schools have computers and laptops the company provides technology that is simple to use and which integrates the existing devices in the modern laboratory. To teachers who choose to use this innovative teaching kit, the company provides training and support during operation. The company tends to stay in touch to all of its users in order to listen to their suggestions for improvement and to create the quality of new versions of its products together

with them.

The company is interested in signing commercial agreements with technical assistance with end users - primary and secondary schools. The software is in Serbian and English, but it can be easily translated into any other language.

The company is also interested in joint venture contract under which it will establish a new company that will work on a further development of the innovative teaching kit and software for education. Investors will get a certain percentage of equity depending on the investment. The company is also interested in service agreement. To manufacturers of teaching aids and equipment for education the company offers software development services for financial compensation.

Advantages and Innovations

Compared to existing solutions, the innovation is software that guides students through experiments and allows visualization of measurements and investigated phenomena during lab experiments in physics, biology and chemistry.

The advantages are:

- predefined experiments created by experienced teachers,
- appendix which allows independent measurements with temperature sensors, gas pressure sensor, pH sensor and CO2 sensor,
- software in Serbian and English, with the possibility of being translated in any other language,
- generated reports for teachers and students after the completion of the experiment,
- 17% lower price than competing products.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

01004013 Didactic System

Market

02007010 Education software

NACE

C.27.9.0 Manufacture of other electrical equipment

Network Contact

Issuing Partner

Ref: TORS20161230001

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2003

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ISO 9001:2008

Languages Spoken

English
Serbian

Client Country

Serbia

Partner Sought

Type and Role of Partner Sought

Type: Educational Institution – primary or secondary schools

Activity: Schools that invest in forming of modern multifunctional science labs.

Role: In the commercial agreement with technical assistance from partners is expected to buy the innovative teaching kits.

Type: Industry

Activity: Companies that produce sensors and/or are interested in forming a new EdTech company for development of teaching kits, equipment and software for education.

Role: The partners are expected to provide investment together with their expertise and/or sales effort.

Type: Industry

Activity: Companies engaged in the production of teaching aids and equipment for education.

Role: The partners are expected to send the company a request for software development which the company will develop for financial compensation.

Type and Size of Partner Sought

SME 11-50,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Services agreement

Commercial agreement with technical assistance

Joint venture agreement

Attachments

Technology Offer

Innovative software technology solution for enterprise risk management (ERM).

Summary

An ICT SME from Bosnia & Herzegovina offers innovative enterprise risk management (ERM) software technology. The advantages are that it uses a highly customizable risk assessment algorithm that enables computer support in all phases of risk management process, and it is applicable in areas of business processes, projects and critical infrastructure. The company is looking for partnership via commercial agreement with technical assistance, license agreement or technical cooperation.

Creation Date	22 December 2017
Last Update	10 January 2018
Expiration Date	10 January 2019
Reference	TOBA20171129001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/9ac79389-e6b2-40c4-8b16-0dd94ee0d544

Details

Description

The ICT company from Bosnia & Herzegovina, was established in 2001 focusing on design, development and maintenance of commercial and standardized software applications as well as customized software solutions according to the needs of a specific client/business. The company also provides consulting services in the field of development of information technology projects (from concept to detailed design), system analysis, design, database modelling, customization of database to customer's needs and education of users (design, modelling, database, etc.). From its establishment until today, the company has successfully designed and implemented complex information systems based on advanced information technologies such as revenue allocation system for local government, enterprise resource planning (ERP) system for food industry, information systems for universities, elementary & high schools and local government, loyalty card systems, point-of-sale solutions and integration with SAP for a telecom operator, etc.

For any organization, one of the main issues that must be addressed is their risk management process(es): determining the objectives of the organization, identifying exposures to loss, measuring those exposures, selecting alternatives, implementing a solution and monitoring the results. Existing and available software solutions are mainly based on simple algorithm of risk assessment which use variables 'impact' and 'likelihood/probability'. They are not flexible regarding customization of algorithm and aspects of risk assessment.

This ERM software enables computer support to the user in all phases of risk management process i.e. in analysing, evaluation, ranking, treatment, monitoring and control of the risks from different sources. The main characteristics of the software are:

- Simple customization to user's requirements – user could define her/his own rules, model and variables that she/he wants to use.
- User defines aspects for risk monitoring, control and number of criteria she/he will have per each aspect and variable.
- Automatically generated matrix of probability and impact for every aspect on the base of risk tolerance, which is defined by the user.
- Possibility to import existing user project into software from MS Project file.
- History and traceability of risk assessment
- Registration of events related to defined risks.
- Geographic risk monitoring using Google maps.

Software is built on Oracle database and can be used as a web service (software as a service) or as a product, implemented in its own environment. Software was built on the basis of multidimensional risk assessment (MRA) methodology.

The company is interested in finding partners for commercial agreement with technical assistance. The company will offer software and technical assistance to commercialize this ERM technology within partner's geographical area.

The company is also interested in finding partners for technical cooperation agreement. The company will offer its knowledge and technical assistance to jointly develop a customized version of the software solution to meet needs in risk management of specific clients / sector.

It is also interesting for the company to find partners for license agreement. The company will offer technical assistance in order to integrate this ERM technology as additional functionality within partner's complementary software solution.

Advantages and Innovations

Advantages of the software are:

- It enables full parametrization i.e. customization to the needs of users. Users are able to define and setup variables of model, aspects and evaluation criteria for each individual aspect. The software automatically generates a matrix of probability based on parameters defined by users.
- The software provides recording of events associated with risks, stores related documents in digital form, as well as complete history and traceability of risk assessment.

Unlike the existing solutions available on the market that are mainly based on simple algorithm of risk assessment which use variables 'impact' and 'likelihood/probability', innovations provided by this software are:

- The software uses multidimensional risk assessment (MRA) methodology which introduces additional variables of 'threats', 'resistance on threats', 'vulnerability' and 'consequences' on 'human' and 'assets'. The user is able to define his/her own algorithm of risk assessment using combination of provided variables.
- The software provides the user with the ability to define multiple aspects to monitor and assess the risks.
- Tolerance level of risk matrix is another flexible issue and it is defined by the user, ranging from 3 to 10.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

01003006	Computer Software
01003013	Information Technology/Informatics
01003015	Knowledge Management, Process Management
01003024	Cloud Technologies
01004016	Analysis Risk Management

Market

02007007	Applications software
02007008	Business and office software
02007022	Software services
02007024	Programming services/systems engineering

NACE

J.62.0.1	Computer programming activities
J.62.0.2	Computer consultancy activities
J.62.0.9	Other information technology and computer service activities

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

2001

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Serbian
Bosnian
Croatian

Client Country

Bosnia and Herzegovina

Partner Sought

Type and Role of Partner Sought

The B&H company is looking for industrial partners i.e. SMEs in the field of information and communication technologies that offer solutions for sectors such as finance & banking, project management, manufacturing, infrastructure construction & management, etc., preferably with existing clients in need for ERM solutions.

Role of the partner:

- In Commercial agreement with technical assistance, it is expected from the partner to commercialize this ERM technology within their geographical area,
- In License agreement, it is expected from the partner to integrate this ERM technology as additional functionality within their complementary software solution,
- In Technical cooperation agreement it is expected to jointly develop a customized version of the software solution to meet needs in risk management of specific clients / sector.

Type and Size of Partner Sought

SME 11-50,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

License agreement
Commercial agreement with technical assistance
Technical cooperation agreement

Attachments
