

Technology Offer

Technology of obtaining fish skin leather from waste products

Summary

A Russian innovative company developed the technology of white fish skin leather obtaining from the various fish waste products. This skin is three times stronger than animal leather, soft and without a smell. The Russian SME offers the license agreement.

Creation Date	20 March 2018
Last Update	07 May 2018
Expiration Date	08 May 2019
Reference	TORU20180313001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/06015c8e-77db-4c72-a28c-6a508069eaf3

Details

Description

The Russian company from Moscow was established in 2015. The company is a winner of several Russian Federal funding programmes, like the Skolkovo, Foundation for innovation. The company developed the technologies of manufacturing natural fish skin without the use of prohibited chrome tanning agents. The technology allows getting discolored skins of fish, which greatly expands the possibilities of coloring.

Some organizations in all over the world try to make the fish leather, but all these leather has the huge disadvantages, for example:

- somewhere do not know the chemical ways of harvesting meat and scales. They do the manual cleaning while doing damage to the beautiful face of the fish skin. They also spoil very structure of the skin when mechanically pruning meat. Such a skin (after machining) has many defects and can not correspond to technical regulations of different Countries
- somewhere, all the skin is lacquered. It was done to hide the smell
- in other cases they do with the chrome tan (when the skin rotates in a drum with a green solution). And, most likely, their skin is harsh and not elastic enough. This is evident from the fact that the samples are like a "stake", shoes as wooden

So, there are problems with the usual chrome tanning, which has a number of drawbacks:

- difficulties in wastewater treatment;
- the harm caused by chromium salts to the environment;
- people who work in hazardous industries and are in contact with chromium suffer from respiratory cancer tens of times more often;
- when contacting chromium compounds, the acidity of the human skin changes and the defensive functions worsen;

Therefore, in accordance with the new rules, chromium compounds are added to the list of

banned substances in the EU.

To solve these problems more than 1000 experiments were conducted. The technologies are developed both for chemical reagents of domestic suppliers and for world producers.

The technology consists of several stages and allows you to flexibly change the parameters of the resulting leathers for customer requests: type of tanning (vegetable, synthetic, combined), thickness, softness (soft skin or to keep the shape), type of dyeing (anionic, coating, metal complex), color, effects (sequins, holographic effects), type of finish coat (lacquer matt or glossy)

The basic necessary technologies are developed. Experimental production with a processing volume of up to 200 kg (5000 dm²) fish skins has been created. Market and consumer analysis are carried out. There are first sales.

The Russian company is ready to sell the license on the technology of production of the fish skin under the license agreement. And invite the cooperation of the enterprise from fish processing enterprises, highly profitable business in the production of fish skin, manufacturers of leather. The Russian company will provide the commissioning works, train the foreign team, provide the online support. All terms of the licence will be discussed after first contact with potential partners.

Advantages and Innovations

1. Our company knows how to whiten and make white fish skin while maintaining strength properties. Therefore, our product is unique not only in Russia but also in the world market. With this technology, can get fish leathers with the delicate pastel tones premium segment:

- a) Odorless;
- b) Sturdy (3 times stronger than calf leather) and strength;
- c) Has an attractive appearance;
- d) Characteristics of the material - a unique pattern, which gives any products from fish skin a special originality.

2. The synthetic tanning methods without the use of toxic chromium compounds are applied. Therefore, in addition to environmental friendliness and complete safety, the fish leathers have some unique qualities:

- lightness,
- abrasion resistance,
- heat retention,
- blowing,
- waterproofing,
- evaporation of sweat,
- low heat transfer (thermos effect)
- providing increased comfort and convenience (takes shape of a person's leg or body so these shoes will never rub their feet).

3. The price of a fish skin is not much more expensive than conventional calfskins but comparable to the cost of leathers of exotic animals. The fish leather has the lowest cost price in comparison with the skins of exotic animals, due to the low prime cost of raw materials and new technologies of manufacture.

Stage of Development

Already on the market

IPR Status

Secret Know-how, Patents granted

Comment Regarding IPR status

Patents in Russia.
Plan for PCT in target Country

Profile Origin

National or Regional R&D programme

Keywords

Technology

07003002 Fish / Fisheries / Fishing Technology

Market

07004001 Clothing, shoes and accessories (including jewellery)

09004008 Other manufacturing (not elsewhere classified)

NACE

A.03.1 Fishing

C.10.2 Processing and preserving of fish, crustaceans and molluscs

E.38 Waste collection, treatment and disposal activities; materials recovery

Network Contact

Issuing Partner

ASTER - SOCIETA CONSORTILE PER AZIONI

Contact Person

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Open for EOI : Yes

Dissemination

Send to Sector Group

Textile and Fashion

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2015

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

Client Country

Russia

Partner Sought

Type and Role of Partner Sought

Type: SME, large SME

Role of Partner Sought: buy the license on white fish manufacture.

Type and Size of Partner Sought

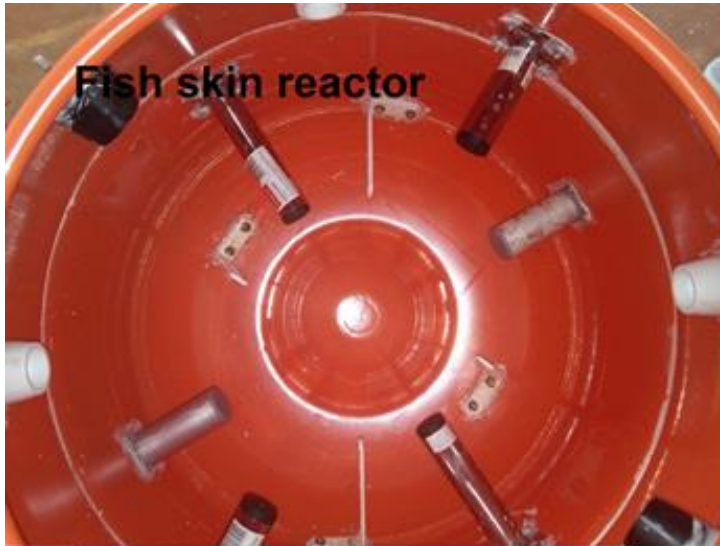
SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

License agreement

Attachments

1.bmp



Technology Offer

Robots to increase visibility on events.

Summary

Information and communication technology and robotics area of Spanish technology centre is offering its robotics technology knowledge and equipment to companies interested in using this robot to increase their visibility, especially on events. Partnerships sought are service agreement with companies of any sector and research cooperation agreement with any type of entity in the field of robotics.

Creation Date	13 December 2017
Last Update	16 February 2018
Expiration Date	16 February 2019
Reference	TOES20171213003
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/1c3b1ed5-f304-4178-a7c6-3ba4b1161257

Details

Description

Spanish horizontally integrated technology centre specialized in offering global solutions (developments, processes, systems and products) to companies since 1994. It operates in five economic sectors: industry, energy and environment, construction and infrastructure, agrofood, health and quality of life.

Robotics has to be clearly divided into 2 groups: robotic in the sector of industry and robotics conceived as a service provider.

Spanish technology centre has broad experience optimising research projects on robotics, mainly on service robotics. Mostly, projects are based on mobile robotics with autonomous mobility and in a more complex way, the development of logistic robots specialized on specific functions by covering a huge set of services going to hotel activities to the assistance on rescue services, for example.

The robot offered counts with:

- Specialized staff to control and supervise robot's performance.
- Production of reports if requested.
- Quality documentation if requested.
- Robot transport service to and from event location.

The technology centre offers its technology and know-how to companies interested in:

- Invest on visibility activities.
- Empower their trademark.

- Invest on robotics technology as the way of auto-promotion.

Partners sought are companies from any kind of sector that can use this robot in promoting events under a service agreement.

The technology centre is also interested in research cooperation agreement with entities (companies, universities or research and technology centres) interested in developing a project for future calls in Horizon2020 in the field of robotics.

Advantages and Innovations

It is globally considered that visibility is basic for a company in terms of gaining market credibility and robots have been always considered as a “friendly and attracting” tool to gain people’s attention, especially on public, events, seminars, etc. Robots can also attract the media. It is tested that, when attending a public event, TV channels (national, regional or local) always pay attention on companies offering their services by this kind of ways, which are different from the conventional ones (brochures, commercial information TV screams, etc.).

Stage of Development

Available for demonstration

IPR Status

Secret Know-how

Profile Origin

Other

Keywords

Technology

01001001	Automation, Robotics Control Systems
01003003	Artificial Intelligence (AI)
01003022	Smart Appliances

Market

03004003	Other electronics related equipment
07001007	Other leisure and recreational products and services
08002004	Robotics
09003001	Engineering services

NACE

M.71.1.2	Engineering activities and related technical consultancy
M.71.2.0	Technical testing and analysis
N.77.3.9	Renting and leasing of other machinery, equipment and tangible goods n.e.c.

Network Contact

Issuing Partner

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

R&D Institution

Year Established

0

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

Service agreement:

-Partners sought are industries of any kind of sector interested in using this robot on events for improving their visibility

Research Cooperation Agreement:

-companies, universities or research and technology centres interested in developing an international R&D project in the field of robotics (LEIT-ICT) for further development

Type and Size of Partner Sought

SME 11-50, University, R&D Institution, SME <10, 251-500, SME 51-250

Type of Partnership Considered

Services agreement
Research cooperation agreement

Attachments

IMAGEN 1.png



IMAGEN 2.png



Technology Offer

An Irish software developer is to licence a smartphone app which allows event attendees to skip food and drink queues.

Summary

The company has developed a smartphone app that offers a solution to many of the queuing issues which everyone has experienced at large crowd events, such as concerts, festivals, sporting events, etc. It was developed with the intention of targeting the global event market, across different countries, languages & currencies, and has to date been developed in English and caters for the euro currency. The company seeks partners interested in a licencing agreement.

Creation Date	10 January 2018
Last Update	22 January 2018
Expiration Date	22 January 2019
Reference	TOIE20171124001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/2a8041a0-24c2-45ba-b9ca-4f72e7b127fc

Details

Description

The business model offers its business to business customers; an innovative mobile app product solution that allows food, drink and merchandise companies' full control in distributing their goods or services, through a secured cloud hosted content management system, which appears in real-time on a smartphone handset. The business model allows all companies associated with a particular venue or event, to upload information, images, prices, and descriptions of their products in a user friendly system, which is in turn, displayed in real-time, on the end user customer's smartphone. With the newly developed customer management system (CMS), each individual merchant company can access and manage the information portal within the secure content management system.

For example at sports stadium venues, the general public consumer would be able to browse, pre-order and avail of the service or purchase goods from a food and drink merchant provider, collect their order in a fast past queuing system (i.e. skip the existing congested queues) or have the order delivered to their seated location within the venue, all within the free downloadable smartphone App. This is made possible by the user entering their registration details, location, and debit or credit card details, which will be stored on a separate secure cloud hosted payment process platform. This secure payment platform will be powered by Stripe, a growing credit card payments gateway solution within the merchant banking and secure payments industry market. The product solution and service also provides the facility for the

merchant companies to be connected to the fans or spectators in real time, and in a way that allows product promotions, purchase of tickets, venue news feeds, and advertising provided to maximize the spectator experience.

The App and Content Management System (CMS) has been trialed at numerous venues over the last two years, and sold more than €20,000 of product through the App, with 100% reliability.

The company seeks partners interested in a licencing agreement.

The application is a basic version which is ready to use, but could be developed further by the right partner.

Advantages and Innovations

All information on products and services are advertised in real time, and products or services can be added or removed easily and instantly, to be displayed or omitted from display, on the customer smartphone at any time before, during or after the event.

All services and facilities for the entire venue may be accessed by the end user customer through their smartphone handset.

Significantly increased the sales window, eg. while attending a football match event, currently the customer may purchase before the match, and again at halftime, which typically have a sales window of 40 minutes. With the app, attending fans can browse and purchase items, prior to the match, during the entire first and second half of the match, thereby increasing the sales window to at least 130 minutes.

From trials, vendor staff can cater for at least 3 customers in the fast pass queue to one customer served in the standard queuing system.

Venues can gather important marketing data relating to their customers, including names, addresses, phone numbers, purchasing trends, frequency of attendance, etc.

Delivery of a universal branded platform which enables travelling sports fans and music/concert enthusiasts to access food, drinks and merchandise at multiple venue locations in a fast yet simple process and avoid congested cash paying queues.

Improved efficiency and speed for the fast tracking of food/drink ordering at events.

The platform will cater for multi-currency purchasing, allowing end user customers to purchase goods through the app without worrying about changing their native currency for foreign currencies.

Reduction in cash handling for both the user (buyer) and for vendors staff at venue's.

Ease of adaptation and use as the app can be downloaded free of charge

The platform currently provides the end users with real-time service information

Measurable - analytics and data capture to merchants

Stage of Development

Available for demonstration

Comments Regarding Stage of Development

The app and content management system has been professionally developed, and rigorously tested at numerous events. It has been developed to the point where it is the product can be downloaded and used by the public. Although, a basic version, it includes the early stages of many additional features.

IPR Status

Secret Know-how, Design Rights, Trade Marks

Comment Regarding IPR status

The app has been developed in the Python language, using a combination of user specific and open source coding and all rights to the coding, belong to the company.

Profile Origin

Private (in-house) research

Keywords

Technology

01005006 Visualisation, Virtual Reality

Market

07001007 Other leisure and recreational products and services

NACE

J.62.0.1 Computer programming 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 <= 10

Year Established

2013

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

Link to a user experience video can be provided.

Languages Spoken

English

Client Country

Ireland

Partner Sought

Type and Role of Partner Sought

A company with experience in event management who are willing to cover the development of the software, and penetrate the music and sporting industry.

A company who is interested in licencing the technology.

Type and Size of Partner Sought

SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

License agreement

Attachments

