Profile Status: Published

Technology Request

Dutch postal company is searching for new innovative green delivery services in order to support local retailer stores to improve their sales

Summary

A Dutch privately owned (mail) delivery organization is open for new green delivery concepts that help local retail stores with consumer's goods to improve their sales. They are looking for SME's and startups with new solutions in green delivery solutions. The Dutch company is offering a long-term strategic relation in a services or commercial agreement with technical assistance. This technology request is an innovation challenge and is published on an open innovation platform.

Creation Date	11 October 2018
Last Update	12 October 2018
Expiration Date	13 October 2019
Reference	TRNL20181003002
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/db7b834f-472d-4850-aba8-0dd426a13f2d

Details

Description

The Dutch corporate organization consists of 21000 employees. They deliver 660 million mail items each year and distribute mainly via a self-built national network. The ambition of the Dutch company is to make deliveries from city centers as convenient as online deliveries.

The trend of shopping online is emerging. Last year the Dutch e-commerce market grew again with double digits (13%). Within city centers there is a growing problem regarding the rising number of vacant properties. Besides the economic loss due the empty stores, vacant buildings give residents a sense of insecurity as well. That is the reason why many local Dutch retailers located in the city center, have a harder time and see (regular) customers leave. As a result, the Dutch inner cities suffer from empty stores. And in addition, the e-commerce causes more pollution due to the increase in transportation because of the larger distances in order to deliver.

The Dutch corporate is looking for green delivery concepts that will expand, to reduce vacancy of commercial properties in the inner cities and unlock the stock of the stores in the inner city center. They want to meet smart green concepts that will help the Dutch corporate to deliver in 30 minutes, with for example customized green delivery. They are looking for SME's and startups that have innovative ideas about using the green mobility assets (of the Dutch corporate) in a different way. They would like to get in contact with companies who have creative thoughts about reinforcing the position of the local retailer, making it more convenient to

buy something from the city center than online. The main requirements for the new green delivery solution are:
- To strengthen local retailers with new delivery concepts;
- To prevent vacancy in inner cities;
- Ensures less pollution;
- The experience of the green delivery solution is fun, quick and it supports the local retailers;
- The network and the green mobility assets of the Dutch corporate, are used in the new green delivery concept;
- The Dutch corporate would like to get in contact with companies with whom they can set up experiments.

Companies or service providers that require a fine network and regular contact in the field are urged to come forward with their proposals or business ideas to pitch their product or business concepts. The company is interested in a long-term strategic relation in a services agreement or commercial agreement with technical assistance.

This technology request is an innovation challenge and is published on an open innovation platform until 25th of November 2018. If an organization does express interest in cooperation with this firm before that date, it will be guided towards this open innovation platform on which one can get in touch via a chat function with the company. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the SME's with whom they would like to cooperate in the development of a solution. Once the challenge is closed, EOI's for this technology request will be treated in the traditional way.

Technical Specification or Expertise Sought

Expertise, methods and technologies in order to increase innovative, improved delivery concepts for local retailers. They are looking for partners with experience in the disciplines:
- Retail
- (smart) mobility
- Logistics
- Tech & design (platforming)
- Sustainability
- (local) governments

Stage of Development

Concept stage

Comments Regarding Stage of Development

The company is looking for an approach that is lab tested or a proof of concept. Not yet ready to market solutions are also accepted, there is willingness to jointly develop these into a final solution.

Keywords

Technology

01004003	Applications for Transport and Logistics
11008	Creative services
11009	Creative products

Market

07002001	Drug stores
07002002	Clothing and shoe stores
07002005	Other retailing
09001004	Mail and package shipment

NACE

H.53.1.0	Postal activities under universal service obligation
H.53.2.0	Other postal and courier activities
S.96.0.9	Other personal service activities n.e.c.

Network Contact

Issuing Partner

ASTER - SOCIETA CONSORTILE PER AZIONI

Contact Person

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Open for EOI : Yes

Dissemination

Relevant Sector Groups

Creative Industries

Restrict Dissemination to Specific Countries

Austria, Belgium, Germany, Italy, Spain, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry >500 MNE

Year Established

2001

Turnover

50 - 100M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Dutch

Client Country

Netherlands

Partner Sought

Type and Role of Partner Sought

Type of partner sought;
The company is interested in meeting new innovative businesses that require an existing, efficient and dense network to deliver their services or products. Also existing businesses that would like to extend their services to the Dutch market are welcome. Products or services that are involved with green delivery concepts for retailers are urged to reply.

Specific area of activity of the partner;
Besides green delivery concepts for retailers, the activity of the partner should lie in software applications, tech, smart devices, data mining, consumer goods or products and services that can be delivered using a dense network of deliverers and their supply chain. They are looking for partners with experience in the disciplines: retail, (smart) mobility, logistics, tech & design (platforming),sustainability, (local) governments

Tasks to be performed;
The company expect the partner to be open to discuss business concepts or ideas on readiness and acceptance for the Dutch market. This would include business modelling, shared services, datamining, sharing of knowledge.

SME's are invited to share their ideas and propose their solutions. After being selected, the SME will be proposed to participate in the development .

Type and Size of Partner Sought

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

Type of Partnership Considered

Services agreement
Commercial agreement with technical assistance

Profile Status: Published

Technology Offer

Smart platform to calculate price and assemble customised pcbs (printed circuit boards) for industry, buildings, infrastructure, connected transport, enabling IoT, energy, utilities, healthcare, manufacturing

Summary

A Brussels-based (Belgian) company with long-lasting experience in the field of electronics design and production has created a web platform to easily provide quality prototype assembled circuit boards a company may need. The platform allows users to easily get their custom pcb quote, by defining pcb's characteristics and selecting the components. Commercial agreement with technical assistance or manufacturing deals sought with companies in medical, transport, energy and building sectors

Creation Date	21 September 2018
Last Update	30 October 2018
Expiration Date	31 October 2019
Reference	TOBE20180921001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/b06e016d-1d1c-4144-bcc2-0590b410eb74

Details

Description

This Belgian company develops and produces electronics with a wide spectrum, to be able to help the customers in various fields, from consumer to medical. Paying strong attention to customers' needs, this company has decided to design and develop an on-line service (platform) which allows the user to instantly calculate the price for assembled printed circuit board from 1 to 50 pieces (and even more) from 5 working days on.

The user-friendly interface efficiently allows to:
- register a user,
- initiate a search in the components database according to the characteristics of the bare board (FR4 material….dimensions….number of layers…),
- upload the BOM (bill of materials/components list)
- specify the desired quantity and delivery time
- run the calculator and get the quote instantly displayed (the cheapest components' prices)
- when gerber and component centroid files are uploaded, the user can place his order with a simple click and make the payment
- the order processing starts immediately

The quote covers all the costs from pcb (printed circuit board) and components to assembly.

The company takes care of the order of the circuits, components, stencils and that the assembled circuits are manufactured and delivered on time.
After the production a report is issued to allow improvement for series production.

Taken into account of the above-mentioned characterstics, the platform has proved to be a valuable support for companies active in different industrial sectors (buildings %26 Infrastructure, connected transport, enabling Io, energy %26 utilities, healthcare, manufacturing) where the electronic components are part / have to be integrated in the final product for its functioning.

With this perspective in mind, the Belgian company is looking for long lasting cooperation with industrial partners interested in using the platform to assemble the prototype circuit boards and thus collaborating with an experienced player developping and producing electronics with a wide spectrum

Advantages and Innovations

The platform is a smart and easy tool for companies needing quality low volume production of assembled printed circuit board.
To calculate the quote, the platform just needs the quantity, expected delivery time, the mounting style of the components, the bill of material and the characteristics of the circuit.
Components are checked if reckognized and on stock, and the platform even proposes equivallents.
The lead time for the assembled boards starts from 5 working days on.

Its main innovative advantages are as follows:

- Powerfull search engine: the search engine searches the company own stock and stocks of 4 on-line distributors, picking only the stock items at the best price.
Search engine accepts differnt file formats and column order

- Traceability
Every product assembled gets a 2D barcode containing a unique number. This unique number acts as the product's passport. It contains the nature and origin of all the components inside the product and has a description of all the manipulations that have been performed on the circuit.
If a component is unavailable, the customer is immediately informed. Poorly defined, incomplete or out-of-stock components are emphasized.

– Reports
Each production is documented with a production report showing you the problems and possible improvements. QR code for 100% traceability.

- Fast quotation 24h/7d: Once everything is correct, the competitive quote is ready in a matter of seconds, 24 hours a day, 7 days a week.

- Secure payment
- Data confidentiality
- quality production
- production starting from 1 piece
- fast evolving platform

Stage of Development

Already on the market

Comments Regarding Stage of Development

The platform is in continuous improvement and new features are added weekly.

IPR Status

Design Rights,Copyright

Profile Origin

Private (in-house) research

Keywords

Technology

01002001	Micro and Nanotechnology related to Electronics and Microelectronics
01002004	Embedded Systems and Real Time Systems
01002005	High Frequency Technology, Microwaves
01002010	Printed circuits and integrated circuits
01003025	Internet of Things

Market

03004003	Other electronics related equipment
05004001	Electromedical and medical equipment
06	ENERGY
07004008	Other consumer products
09007	Construction and Building Products

NACE

C.26.1.1	Manufacture of electronic components
C.26.4.0	Manufacture of consumer electronics

Network Contact

Issuing Partner

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Open for EOI : Yes

Dissemination

Relevant Sector Groups

ICT Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME 11-49

Year Established

0

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Greek
Dutch
Albanian
German
French
Polish

Client Country

Belgium

Partner Sought

Type and Role of Partner Sought

Type of Partner sought: SMEs or industry

Area of expertise : buildings & Infrastructure, connected transport, enabling Io, energy & utilities, healthcare, manufacturing

Role of Partner Sought: integration of the use of the proposed platform in the internal production processing of the above-mentioned players

Type of Partnership Considered

Manufacturing agreement
Commercial agreement with technical assistance

Profile Status: Published

Technology Offer

Cloud-based software for livestock farm management

Summary

A Romanian software company has developed a cloud-based platform via a user identification device, that helps livestock farm managers through all the management process. The platform is already available on the national market and offers innovative elements like records and reproduction of animals, health status, bonitation according to ideal race, stock management, and events complex reports. The company is looking for partners to conclude commercial agreements with technical assistance.

Creation Date	09 May 2018
Last Update	28 June 2018
Expiration Date	29 June 2019
Reference	TORO20180503001
Public Link	https://een.ec.europa.eu/tools/services/PRO/Profile/Detail/18cf9188-5f7d-4700-8e00-075b177b34db

Details

Description

The Romanian software company located in Transylvania, with over 8 years of experience in the field of software development, is specialized in business to business and business to consumer software requirements such as: software consultancy (software development, software maintenance and suitable strategies for IT infrastructure) and web agency activities (web design, website optimization, web hosting, online shop, online catalog, online marketing campaigns, etc.).

The company has developed a new service useful for the effective administration of livestock farms. The cloud-based platform designed by the Romanian company is an online computer software for cattle and buffalo farms (taurines) management. Starting with a user identification device, users have all the functionalities needed for efficient livestock management.

The user accounts are individual ones, designed for individuals or user account types within a channel, designed for business users. For the companies, the first user account created through the site is the channel administrator and once logged into the platform, this user can create user-defined roles with different access rights to other user accounts within the channel.

The service provides users with the following innovative facilities:

- Records of Animals. The records required for complete and effective records, according to the specific methodologies and requirements of the Sanitary-Veterinary Directorates.
- Reproduction of Animals. A complete reproduction of animals, reports and specific analyzes.

Evidence of the evolution of gynecological states with marking of the pathological states.
- Health status. A complete history of consultations and treatments, optimal punctual assessment of health.
- Bonitation According to Ideal Race. Ensure the recording frame and then reporting for the measurements of different breeds.
- Stock management. Reception, transfers, management reports, efficiency and price analyzes. Download on recipes. Nomenclatures, billing.
- Events Complex Reports. Automatic generation of activity-specific events for better resource management. Create complete and complex reports to be used as support for efficient management.
- Integration/Synchronization/Reporting. Generate specific reports and support for creating documents for obtaining grants.

In order to achieve the highest degree of expertise and innovation and to increase the number of functionalities of this cloud computing, the company has worked with farm managers, zootechnics engineers, technicians, and veterinarians. Also, the collaboration and technology transfer from various universities, specialized institutions, organizations and/or associations in the field added value to the project.

The company is looking for ICT integrators with experience in the agribusiness industry, willing to incorporate this cloud-based platform to their solutions portfolio and/or agribusiness companies, under commercial agreements with technical assistance.

Advantages and Innovations

The Romanian software company's cloud-based platform advantages include:

• the usage-driven design perspective, which means that end-users' needs were identified and user requirements were formulated as central design goals;
• the user's opportunity to benefit from the first 14 days free of charge;
• a comprehensive overview and central administration of all records of animals;
• a central administration of the all the stock management prices and availabilities.

Regarding its innovative character, the platform offers:

• a full overview and control of all the records and reproduction of animals, the health status, the bonitation according to ideal race, stock management and the events complex reports;
• a lower investment cost since the intelligence of the system is located in the cloud and only sensors, actuators and low-end computing components are needed;
• an automatic communication of the system with any equipment or external service;
• the storage of raw data and guaranteeing user-independence from any service provider;
• network awareness in order for the system to adapt to malfunctioning Internet links, identification of malfunctioning components, etc.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

COSME

Keywords

Technology

01003006	Computer Software
01003015	Knowledge Management, Process Management
01003024	Cloud Technologies
01003025	Internet of Things
02003001	Process automation

Market

02007001	Systems software
02007002	Database and file management
02007007	Applications software
02007024	Programming services/systems engineering

NACE

J.62.0.1	Computer programming activities

Network Contact

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Open for EOI : Yes

Dissemination

Relevant Sector Groups

Agrofood

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2010

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English

Client Country

Romania

Partner Sought

Type and Role of Partner Sought

The Romanian software company is looking for partners under a commercial agreement with technical assistance.
The partners sought should be:
- ICT companies with experience in the agro-food and agribusiness industry. The partners should find customers and take over the installation of the platform, and support of the local customers.
- Big companies from the agro-food and agribusiness sectors, specialized institutions, organizations and/or associations in the livestock field. The partners should integrate the platform and provide content according to their specific activity.
The Romanian company will support its partners with technical assistance, in order to create specialized services that will seamlessly interoperate, thus creating a sophisticated and customizable working environment for the foreign end users. If needed, the Romanian company will also provide staff training.

Type and Size of Partner Sought

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

Type of Partnership Considered

Commercial agreement with technical assistance