

Technology Request

Romanian company look for partners to introduce in its portofolio new IT tehnologies and join efforts to develop new eLearning, eGov, eCommerce services based on Internet of Things and Cloud computing.

Summary

A Romanian RTD company has experience in different EC Programmes, especially as support in business: training courses, assistance in preparing business plans, counseling on funding sources. The company looks for a partner in order to introduce in its portofolio new IT tehnologies to develop practical systems for eLearning, eGov, eCommerce using IOT and Cloud Computing, for different direct contracts or common EC projects. Type of cooperation: technical or research cooperation.

Creation Date	26 October 2016
Last Update	11 November 2016
Expiration Date	11 November 2017
Reference	TRRO20160324001

Details

Description

The Romanian IT company has a long experience in implementing various National and European projects mainly for business sectors, offering training courses, management consultancy, assistance in preparing business plans, feasibility studies, assistance in business startup; also, assistance and counseling in preparing the documentation required to access various financial resources present on the market, research and information, all with a vision to support small businesses dedicated to SMEs. It also accomplished manifold studies and programs in order to support the SME sector (conducting studies and research on the situation of SMEs sector, major problems it has to face, surveys, organizing of scientific meetings, symposium, seminars) and coordinates the ongoing projects in various National and international programs. In order to improve these activities, the company has lately interests in eServices and eBusinnes applications improvement, intending to develop together with eLearning, high level methods, using the possibilities offered by Future Internet and Cloud Computing technologies, that will represent beyond the state of the art in client portfolio. These development requirements result, inter alia, from the following assertions:

- one-third of European companies are increasing in last period their budget for learning and development;
 - in present only 10 percent of companies are leveraging mobile learning solutions;
 - the companies have to provide a new mechanism for learning—one that can adapt to the needs of a changing workforce and align closely with organizational objectives;
 - over 30 percents of companies consider as positive to introduce "adaptive learning", as a methodology that breaks traditional models and allows employees to learn at their own place
- In this sense, it results the necessity of using eGovernment(mainly eServices and eCommerce)

for citizens for developing integrated information systems and services for different eGovernment applications like electronic delivery to European citizens, of government information, programs, and services; electronic payment for goods and services such as taxes and utility bills, etc.

The improving of company IT expertise with the latest information technologies meaning to the above, enable the clients company to address the applications of broad interest such as those mentioned. In the same time the client, based on a signed Partnership Agreement, will decide with the co- signer of the PA, the form of cooperation.

Technical Specification or Expertise Sought

The necessary expertise in order to obtain support for the introduction in its portofolio of new IT technologies so as:

- to develop to a high technical level mobile learning solutions, including adaptive eLearning methodology;
- the using of last generation information technology to develop applications(eGovernment) containing electronic delivery of government information, services as electronic payment for goods and services like taxes and utility bills, etc.;
- developing the One Stop Shop concept for such kind of information;
- using Future internet and Cloud Computing as large spreading and accepted solutions for developing the eLearning and eGovernment practical applications.

Stage of Development

Concept stage

Comments Regarding Stage of Development

Romanian company has developed important, both National and European successful projects using state of the art technologies in the field of vocational training, using eLearning ordinary methods; also company is trying to develop eGovernment/ Smart cities applications like / in particular as services for citizens, very topical at the moment; in the same sense, there are concerns for the development of practical applications such as eCommerce, eBusiness. In order to increase the degree of technical, scientific and quality of possible applications in the mentioned areas, to improve within the application the interactions and interconnection between subsystems, to increase the processing capacity and data storage, multi user access, and costs decreasing, Romanian client wants to cooperate with an experienced partner in the fields above mentioned, in order to develop such applications using as support Future Internet media and Cloud Computing. Such kind of applications will be developed both as direct contract(Industry) or as RTD European Commission projects, in partnership with the partner that will sign a PA in this sense with the client.

IPR Status

Copyright

Comment Regarding IPR status

The partners will sign to the beginning of their cooperation an IPRs Agreement where will be stipulated the IPRs collaboration rules referring to initial IPRs held by each partner in the early cooperation stage and the treatment those that will be made during the collaboration.

Keywords

Technology

01003008

Data Processing / Data Interchange, Middleware

Ref: TRRO20160324001

01003010 Databases, Database Management, Data Mining
01004001 Applications for Health
01004005 e-Government

Market

02007002 Database and file management
02007008 Business and office software
02007011 Manufacturing/industrial software
05007006 Computer-aided diagnosis and therapy

NACE

J.62.0.9 Other information technology and computer service activities
J.63.1.1 Data processing, hosting and related activities
J.63.1.2 Web portals
P.85.5.9 Other education n.e.c.

Network Contact

Issuing Partner

ASTER - SOCIETA CONSORTILE PER AZIONI

Contact Person

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Open for EOI : **Yes**

Client

Type and Size of Organisation Behind the Profile

R&D Institution

Year Established

Ref: TRRO20160324001

2009

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Certification Standards

ISO 9001

Languages Spoken

English

Client Country

Romania

Partner Sought

Type and Role of Partner Sought

types: - RTD- Research- Technological- Development; possible SME; industry- for direct contracts with different end users.

- with expertise in using IT applications with Future Internet(IOT) and Cloud computing;
- with participating expertise to different European Programmes like H2020, Eureka Initiative, COSME, ERASMUS +, CELTIC;

role: - good expertise in developing tools and systems for RTD EC Programmes or direct applications, containing eLearning, eGovernment(eServices, eCommerce) advanced solutions with strong Future Internet and/or Cloud computing component;

- partnership together with the client, in participation to different practical applications(direct contracts-Industry) or RTD EC projects resulted from such a cooperation, based on technical-scientific and financial complementarity .

Type and Size of Partner Sought

R&D Institution

Type of Partnership Considered

Technical cooperation agreement

Attachments

Technology Request

Spanish innovation center looks for IT tool for business plan preparation for commercial agreement with technical assistance

Summary

A Spanish innovation centre is looking for an IT tool to help early stage entrepreneurs in the preparation of a business plan. The tool must be available for demonstration. The centre is looking for commercial agreement with technical assistance.

Creation Date	10 October 2016
Last Update	15 November 2016
Expiration Date	15 November 2017
Reference	TRES20161009001

Details

Description

The Spanish innovation centre has been working with technology-based and knowledge-intensive new entrepreneurs for the last 20 years, including incubation services.

Nowadays, the centre is receiving requests from would-be entrepreneurs, with good ideas but lack of capacitation in entrepreneurship tools. The centre is looking for an IT tool to support these future entrepreneur in the preparation of a business plan.

The tool should be easy to use and it must deliver a business plan document. The tool can be accesible online, an APP or other format.

The center is looking for solutions available for demonstration, and commercial agreement with technical assistance, including adaptations, if necessary, to EU legal requirements.

Technical Specification or Expertise Sought

The tool must easy to use and deliver a business plan document including at least:

- Description of the product / service offered
- Market analysis, target market, competitor analysis
- Financial plan with estimations of the following 2 years
- Break-even analysis
- SWOT-analysis

Stage of Development

Available for demonstration

Keywords

Technology

01003013	Information Technology/Informatics
11001	Socio-economic models, economic aspects
11002	Education and Training
11009	Creative products

Market

02006003	Computer training services
09003005	Consulting services

NACE

M.72.1.9	Other research and experimental development on natural sciences and engineering
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Network Contact

Issuing Partner

ASTER - SOCIETA CONSORTILE PER AZIONI

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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

R&D Institution

Year Established

1992

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
French
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

- Type of Partner Sought: business, academic or research organisation with experience in the development of tools for entrepreneurs.

- Tasks to be performed: to provide a tested IT tool to help entrepreneurs to prepare a business plan. Open to adaptations if necessary.

Type and Size of Partner Sought

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

Type of Partnership Considered

Commercial agreement with technical assistance

Attachments
