

Technology Request

A leading Dutch company in financial solutions is searching for SME's who have solutions for unpaid invoices with high value

Summary

A leading Dutch SME is specialized in financial solutions for the retail/e-commerce, telecommunications and banking sectors. They offer pay after delivery and debt collection services. For the moment the company is looking for a solution that can decrease the quantity of unpaid invoices with high value of consumer purchases. They aim to eventually adopt a new solution in the frame of a services agreement and are open to co-develop this solution in the frame of a technical cooperation agreement.

Creation Date	27 September 2017
Last Update	16 October 2017
Expiration Date	16 October 2018
Reference	TRNL20170915001

Details

Description

The Dutch company is a leading specialist in post-payment in Europe. They were founded in 2010 and bought by a German multinational in 2013. They offer post-payment through an online pay after delivery service as well as debt collection services.

The aim of the online after pay service is:

- To make purchasing online more comfortable for consumers.
- And to help companies in the retail/e-commerce with online sales without increasing risk.

The Dutch company is searching for solutions that can decrease bad debt, with the aim to decrease the percentage of bad debt in relation to revenue. Bad debt consists of unpaid invoices. There are 2 categories that build bad debt. The quantity of unpaid invoices & the value of unpaid invoices. The question is how bad debt can be decreased.

Why:

- Bad debt is a high cost factor for companies and this drives up the price, which paying consumers end up paying for products & services, as they need to carry the cost for the non-payers.
- Non-paying consumers get an entry in debtor registers, which will make it more difficult and costlier for the consumers to get credit in the future.
- Bad debt results in a conservative risk model which results in the rejection of good customers who want to use the services of the Dutch company.

The company aims to find solutions that are in concept or lab tested. Eventually they aim to

adopt an approach that they can use in the frame of a services agreement. However they are willing and prepared to co-develop this approach in the frame of a technical cooperation agreement.

Improved risk scoring is not part of this project. Selling invoices to a debt collection agency is also not part of this project.

This technology request is an innovation challenge that is published on an open innovation platform. If interest in cooperation with this firm is expressed, the potential partner will be guided towards this open innovation platform on which he can get in touch with the company via a chat function. Mind that posts on this platform are not confidential. Besides open discussion on the platform, sharing of confidential information will be made possible on demand.

The open platform will close December 1st; the expressions of interest will be handled as usual in this network. After December 1st the firm will start selecting the SME's that will be proposed to continue the development of their solution.

Technical Specification or Expertise Sought

Conceptual design
Experience and interaction design
ICT
Multimedia design

Comment Regarding IPR status

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

01005003	E-Publishing, Digital Content
01005004	Human Language Technologies
01005005	Information Filtering, Semantics, Statistics
01005006	Visualisation, Virtual Reality

Market

02007008	Business and office software
02007013	Banks/financial institutions software
02007025	Consulting services

NACE

M.69.2.0	Accounting, bookkeeping and auditing activities; tax consultancy
N.82.9.9	Other business support 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

Send to Sector Group

Creative Industries

Client

Type and Size of Organisation Behind the Profile

Industry >500 MNE

Year Established

2010

Turnover

250 - 500M

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: SME

Area of activity: conceptual design, experience and interaction, design, ICT and/or multimedia design

Role of partner: 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 of a new reporting approach for this company.

English language is required.

Service and/or technical cooperation agreement is provided.

The Dutch company aims to find solutions that are in concept or lab tested. It is possible to adopt an approach that they can use in the frame of a services agreement. However the Dutch company is prepared to co-develop this approach in the frame of a technical cooperation agreement.

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

Technical cooperation agreement

Attachments

Technology Request

UK fashion company seeks digital interface expertise for technical cooperation

Summary

A UK fashion company associated with a major UK school of art is looking to diversify the business with new product development in the area of SMART textiles. The company is seeking digital interface expertise for research and technical cooperation agreements to develop and investigate fabric surfaces that have the ability to take a photographic image in a printer-less and interactive method. This technical collaboration will focus on experimentation and development of new products.

Creation Date	10 November 2016
Last Update	17 November 2016
Expiration Date	17 November 2017
Reference	TRUK20161110002

Details

Description

A UK fashion company, whose owner has an internationally reputation, is looking to diversify the business with new product development in the area of SMART textiles. The company has strong links with a school of art in the UK.

The fashion design company seeks expertise in the field of digital app development:

- to develop a custom digital interface such as an App or innovative device that acts as transmitter.
- to investigate fabric surfaces that have the ability to take a photographic image in a printer-less and interactive method

This collaboration will aim to develop new creative technologies for textiles goods. The company may also be interested in collaborative research projects under EU research programmes.

Technical Specification or Expertise Sought

The expertise sought should be active in the field of digital interface exploration and app development.

Stage of Development

Concept stage

IPR Status

Copyright

Keywords

Technology

01003006

Computer Software

01003014

Internet Technologies/Communication (Wireless, Bluetooth)

Market

02007007

Applications software

07004001

Clothing, shoes and accessories (including jewellery)

NACE

R.90.0.3

Artistic creation

Network Contact

Issuing Partner

ASTER - SOCIETA CONSORTILE PER AZIONI

Contact Person

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Creative Industries

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

German

Client Country

United Kingdom

Partner Sought

Type and Role of Partner Sought

This technical collaboration will aim to experiment and develop new creative technologies for textiles goods.

Expertise is sought around interface and software development at either research or commercial level.

Partnerships may develop for future collaborative EU funded projects.

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

Technical cooperation agreement

Attachments
