Spanish company offers an action tracker platform to monitor safety parameters between commercial vessels or cruiser ships and control/rescue centres

Summary

A Spanish company has developed an innovative integrated fault detection system, made specifically to help commercial vessels or cruiser ships and control/rescue centres communicate. The company seeks other companies in the field to be potential adopters of the innovation as part of a long-term collaboration, through technical cooperation and/or commercial with technical assistance agreements.

Expiration Date 06 July 2017
Reference TOES20160603001
Profile link

Details

Description

This Spanish company was born with the aim of creating innovative projects that make a difference for enterprises and people. Their wide team of professionals includes designers, engineers, creators, etc. And they all are highly qualified and have long experience in their field. They work on the development of customised tools that help find solutions to the company's clients' needs.

With this objective in mind, this company developed an innovative action tracker platform. This fault detection integral system, which includes both hardware and software, is made specifically to help ships and control centres communicate. It helps communicate operational, business, maintenance, critical, security or safety variables that can be monitored onboard or locally. They can also be shared with other sites, like land offices, professionals or maintenance services, crew, a command center or rescue services.

The platform is a modular system able to integrate some actual devices already own by the costumer (such as on-board sensors, radio equipment, etc.) while providing new features, like monitoring, stability, optimal trim, anti-collision, man overboard and an extremely accurate positioning due its integrated sensors and algorithms.
It aims to interconnect a series of subsystems for monitoring, positioning and global coverage communications for recreational users and small size transportation vessels. It can include a user interface, a cloud software platform and ground stations services.
With this, some key aspects of this platform are as follows:

- Integration of new sensors and concepts to solve and cover boat's needs.
- Improvement of boat safety.
- Obtainment of data, processed by self-designed algorithms.

- High-level software that can be continuously updated.
- Offers users interactions (i.e. alerts broadcasts).

A key market application will be systems related to yachts, megayachts, marinas and charter companies, (but is open to other transport modes or infrastructures) that need to send and/or receive data using heterogeneous global connectivity in a comprehensive and affordable way.

The company aims to establish strategic alliances and partnerships with international entities that require new solutions to monitor information on yachts and maritime infrastructures. The company seeks partners to adopt and implement the innovative platform through technical cooperation and/or commercial with technical assistance agreements.

Advantages and Innovations

The professionals of this company have long experience and are highly qualified.

This innovative platform offers solutions to:
- Help facilitate the supply chain management, emergencies and compliance monitoring of environmental regulations.
- It uses radio frequency sensors and wireless systems, avoiding expensive installations.
- It includes real-time data collection.
- It helps communicate regardless of the geographical position.
- It can be installed on all types of ships.

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Other

Keywords

Technology

01003005	Computer Hardware
01003006	Computer Software
01003008	Data Processing / Data Interchange, Middleware

Market

02007002	Database and file management
02007003	Operating systems and utilities
02007004	Program development tools/languages
02007005	Communications/networking
02007007	Applications software

NACE

M.71.1.2	Engineering activities and related technical consultancy

Open for EOI : Yes

Dissemination

Send to Sector Group

Maritime Industry and Services

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2006

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

- Type of partner sought: Companies (owners, commercial vessels companies, marinas, charter companies, maritime ports, etc) looking for new solutions to monitor information on yachts and maritime infrastructures.

- Specific area of activity of the partner: nautical and maritime sector.

- Task to be performed by the partner sought:

For technical cooperation: The company seeks open-minded companies that are searching for new solutions to monitor information on yachts and maritime infrastructures. The company

needs to finalize the development, fine-tune solutions (hardware and software) and develop the approach to the markets, through a technical cooperation agreement.

The company also wishes to locally distribute, install and maintain action-tracker equipment. For this, the company seeks strategic alliances and partnerships with international entities in the field (suppliers, manufacturers, distributors) for a commercial agreement with technical assistance, through which the requirements could be defined for the potential product customization, marketing and re-selling in the local market.

Type and Size of Partner Sought

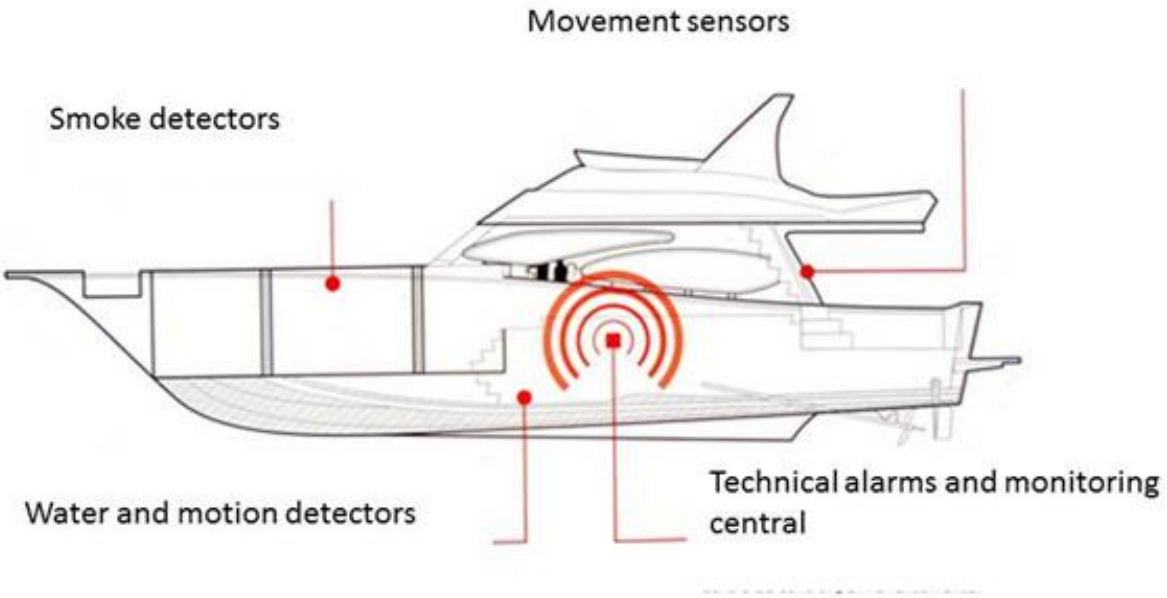
SME 11-50,SME <10,SME 51-250

Type of Partnership Considered

Commercial agreement with technical assistance
Technical cooperation agreement

Attachments

picture 1.jpg



Technology Offer

A cloud-based and customisable ERP solution specifically designed for SMEs

Summary

A Macedonian company specialised in business software applications offers cloud-based Enterprise Resource Planning (ERP) suite specifically dedicated to the needs of SMEs. The solution is highly modular, offers advanced functionalities and provides more economic, monthly offers, without limitations on the number of users. The company is looking for new SME clients or software vendors for cooperation under commercial agreement with technical assistance or licensing agreement.

Expiration Date	05 August 2017
Reference	TOMK20160801001
Profile link	

Details

Description

The Macedonian company has over 20 years of experience in developing business applications (ERP, Human resources, Customer Relationships Management - CRM) as well as project management and business architecture solutions. The company is specialised in designing customised software solutions for clients from a variety of sectors (insurance, banking, manufacturing, trading, healthcare, public sector etc.). Its particular expertise involves development of iOS, Android and cloud-based applications dedicated specifically to addressing the needs of SMEs.

In the last 15 years, new technologies have pushed enterprises both large and small to rethink their process management, including implementing an ERP to help them organise and optimise the way they do business. There are many business software offerings currently available on the market, however most are focused solely on the needs of large enterprises. For small growing companies, it is much more optimal to start small in a software solution and add new features little by little as the business expands and evolves. Thus, a flexible and modular approach works best for SMEs. In this respect, a cloud-hosted ERP solution offers a number of advantages over a traditional ERP that is installed locally, being more flexible and able to adapt to a growing and changing business.

The proposed solution represents a cloud-based and highly modular ERP solution specifically designed to solve SME needs. It represents a suite of business apps that are easy to deploy and that cover a variety of company needs (CRM, eCommerce, accounting & finances, point of sale, project management, etc.). As each business function is carried out by a dedicated app, the solution allows growing businesses to start with a few apps and to adopt more as their needs change and evolve. All user data are stored in a unique database in order to guarantee data consistency and integrity. The solution is easy to be used due to its integrated help, dynamic screens, web access, simplified and extended interface mode. The number of modules is very large with most commonly used being the following:

• CRM – integrated management of customers, prospects, leads, scheduling phone calls and meetings, integration of e-mail outgoing and incoming;
• Sales – sale cycle management, offer and order, prices lists;
• Finances – invoicing, multi-currencies, multi-companies, payment management and follow-up, analysis: table charts, pie charts, bar charts.
The modular structure and number of functionalities offered are the key distinguishing characteristics of the proposed solution. Unlike the existing products, it supports in-store sales, enables electronic signatures and provides quotation templates. Concerning CRM, it provides for lead scoring, VOIP and live chat, whereas finances related advantages include alerts and bank interface, only to name few.

The solution is really suitable for internationalisation as it can easily feature multi-lingual screens and reports, translatable data fields, and Unicode support. The company wants to utilise further the solution's adaptability and internationalisation potential by entering into new markets beyond the neighbouring region. In this respect, the company wants to reach out to new users, companies from any business sector, interested in improving their business processes by deployment of the solution that if needed can be fully customised to their specific needs. To achieve this, the company is offering the solution to the potential users both directly and indirectly via cooperating software vendors that are interested in expanding their current offering and that have access to SMEs in a need of business apps. The potential partners will be able to use the solution under defined licence fee or in case of customisation (to the needs of direct user or for a specific market) under the terms of commercial agreement with technical assistance.

Advantages and Innovations

• Monthly fee per user
• Possibility for upgrading both modules and functionalities
• Seamless access to the application via web browser, no need for installing an additional software
• No need for investing in hardware, suitable for use on all sorts of devices (PC, tablet, mobile phone)
• Less expensive implementation service (in case of on-premise offer)
• No need for investment in licenses (e.g. for Windows, Office or data bases)

Stage of Development

Already on the market

IPR Status

Secret Know-how

Profile Origin

Private (in-house) research

Keywords

Technology

01003006	Computer Software
01003024	Cloud Technologies
01004008	ERP - Electronic Resources Planning

Market

02007008	Business and office software

NACE

J.62.0.1	Computer programming activities

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

1995

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Languages Spoken

English
Macedonian

Client Country

Macedonia, The former Yugoslav Republic of

Partner Sought

Type and Role of Partner Sought

- Type: SMEs including IT service providers.
- Activity: SMEs from any business or industry sector looking for ERP solution, IT companies operating as vendors for business software solutions.
- Role: SME users to deploy the solution under defined licence fee or to use customised solution

with the technical assistance from the Macedonian company. Software vendors to sale the solution to their respective markets under the terms of licensing agreement or commercial agreement with the technology holder providing necessary technical assistance during the overall process.

Type and Size of Partner Sought

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

Type of Partnership Considered

License agreement
Commercial agreement with technical assistance

Technology Request

Polish SME is looking for embedded custom displays for new segment of personal kitchen appliances

Summary

The Polish microenterprise is looking for embedded custom display technology for this project. The company is looking for a partner with knowledge and experience in displays building / manufacturing and can offer a technology or service under commercial agreement with technical assistance or technical cooperation agreement. The technical specification requires displays with 24" full HD (full size), and 24" full HD (one third size).

Expiration Date 01 July 2017
Reference TRPL20160630001
Profile link

Details

Description

Polish SME is a tech start-up, an independent hardware and software developer. Polish company is a team that wants to change the rules of the game on the kitchen appliances, IOT (Internet of things) and smart houses markets.
Polish SME is developing and working on device which is going to be present in the majority of houses around the world...so are computers, smartphones, tv sets, fridges or dishwashers. Like these household appliances, Polish SME's device is going to significantly improve the comfort of our daily life.
Big idea behind - it is used to present the rules of the original and the most effective way to pass on knowledge which has been completely omitted and neglected in the culinary field. This solution is changing it.

Polish SME's device opens up a whole new segment of devices. It can not be classified either as a household appliances, or as a mobile device. This solution derives from each of these domains, defining a whole new segment of "personal kitchen appliances".

Polish SME is looking for small and medium-sized enterprise, industrial or academic partners, which have a knowledge and experience in embedded custom displays field and can offer a technology or service meet their demands.

The company is interested in cooperation in the form of commercial agreement with technical assistance or technical cooperation agreement.
The most important for Polish company is final great effect. They do not looking exclusive solution. Polish SME is looking for solution, than can be used in their prototypes as soon as possible. Regarding to their short time to market time Polish company need to use solution which is ready to go.

Technical Specification or Expertise Sought

First display:
- Full HD, 16:9, 24”, maximum width with frame is 550mm

Second display:
- 16:3 or 16:2, Resolution in with is 1920px, maximum width with frame is 550 mm
- For both displays:
- resistance for high working temperatures
- width and view area width should be the same for both
- Total maximum height of both displays is 430 mm
- embeded
- thin frame
- 1000 nits brightness
- Mini display port and HDMI

Stage of Development

Prototype available for demonstration

IPR Status

Patents granted

Keywords

Technology

01001002	Digital Systems, Digital Representation
01003005	Computer Hardware
01003007	Computer Technology/Graphics, Meta Computing
01005003	E-Publishing, Digital Content

Market

02005018	Other peripherals (not elsewhere classified)
03001008	Display panels
07004008	Other consumer products

NACE

C.26.2.0	Manufacture of computers and peripheral equipment
C.26.3.0	Manufacture of communication equipment
C.26.4.0	Manufacture of consumer electronics

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

2014

Turnover

<1M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
Polish

Client Country

Poland

Partner Sought

Type and Role of Partner Sought

Polish SME is looking for small and medium-sized enterprise, industrial or academic partners, which have a knowledge and experience in displays building / manufacturing and can offer a technology or service.

Activity of desired partner: displays building / manufacturing

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
Technical cooperation agreement