A large chemical company is seeking an alternative route for large scale production of fatty acid chlorides

Summary

A large German specialty chemical company is seeking technology partners with expertise to develop an alternative route for large scale production of fatty acid chlorides under a joint venture, manufacturing or technical cooperation agreement. The route should have proof-of-concept on large scale and be price competitive. The partner should then also manufacture the product.

Creation Date	31 May 2017
Last Update	15 June 2017
Expiration Date	15 June 2018
Reference	TRDE20170531001

Details

Description

A large German chemical company, world leading in the production of specialty chemicals, is looking for partners who are able to develop and to produce large scale fatty acid chlorides.

Large scale production of fatty acid chlorides is typically conducted reacting the corresponding fatty acids either with thionyl chloride, with phosgene or with phosphorus trichloride. Some of these processes require catalysts and/or distillation of the final product to obtain the quality required for use in cosmetic products.

The company is seeking for an alternative, cost-efficient large scale processes, either based on modification of the the three predominent methods or on a completely new approach. They can support in order to bring the processes to industrial scale, proof-of-concept should however already exist on large scale and it should be price competitive compared to existing processes. One additional reason to look for a partner is to have an improved end product clean enough not needing a destillation.

The sought partner should not only develop a new technology but also produce the requested amount of FACI (fatty acid chlorides) in several hundred tons by the end of 2018 and after.

The project can be carried out in the framework of a joint venture, manufacturing or technical cooperation agreement.

Technical Specification or Expertise Sought

- The chemical industry company seeks experts / company with proven track record.
- The tech-partner processes should already be established or in an advanced stage allowing production of several hundered tons of fatty acid chloride by end of 2018.
- The company can support to bring the process to industrial scale.

• The company is not interested in purely academic approach in an early stage without proof-of-concept on large scale.

Stage of Development

Already on the market

IPR Status

Secret Know-how,Patent(s) applied for but not yet granted,Patents granted,Granted patent or patent application essential

Comment Regarding IPR status

IP will be explored if joint development is required.

Keywords

Technology

03002	Process Plant Engineering
03004010	Special chemicals, intermediates
05001003	Inorganic Chemistry

Market

08001009	Speciality/performance materials: producers and fabricators
08001019	Speciality/performance chemicals
08003007	Other industrial equipment and machinery

NACE

C.20.1.5	Manufacture of fertilisers and nitrogen compounds

Network Contact

Issuing Partner

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Open for EOI : Yes

Dissemination

Send to Sector Group

Materials

Client

Type and Size of Organisation Behind the Profile

Industry >500

Year Established

0

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English
German

Client Country

Germany

Partner Sought

Type and Role of Partner Sought

• The chemical company requires a new technology for large scale production of fatty acid chlorides in order to have an improved end product.
• Usually, the production is conducted reacting the corresponding fatty acids either with thionyl chloride, with phosgene or with phosphorus trichloride.
• Some of these processes require catalysts and/or distillation of the final product to obtain the quality required for use in cosmetic products.

Type of Partnership Considered

Services agreement
Manufacturing agreement
Joint venture agreement

Attachments

Business Offer

A Japanese software developer is looking for sales partners for its biological cell simulation software

Summary

A Japanese company has developed the very first software for professional use in pathway / cell simulations. Interested to access the EU market, the company is looking for sales partners in the following countries: the United Kingdom, France, Germany, Italy, and the Netherlands, with whom to sign a commercial agreement. The software offers useful functions both for educational purposes in universities and for drug discoveries in pharmaceutical companies as well as for basic research.

Creation Date	29 May 2017
Last Update	21 June 2017
Expiration Date	21 June 2018
Reference	BOJP20170529001

Details

Description

A Japanese software company is seeking sales partners for its biological cell simulation software.

The company was established in 2015 and has its origin in a Japanese university as its founder, who has a 30-year-experience in pathway/cell simulations, is a former professor of that university. The company is now planning to expand internationally and access EU markets (specifically the United Kingdom, France, Germany, Italy, and the Netherlands) and for this, is looking to achieve commercial or services agreements with relevant partners. The company is offering a commission-based collaboration to partners able to reach end users (see below) for its software.

In addition, know-how on the software application to drug discovery in pharmaceutical companies on the basis of contract-based consultation is provided as a service. The company is also able to offer consultation to universities and R&D institutes depending on the contract.

The developed software (the very first one for this area) is specially designed for simulations of a biological cell.

The function of a cell is maintained by complex protein-protein interactions and their dysfunction leads to diseases including cancer and flu. Protein-protein interactions are collectively called “pathway”, focusing on their cascades and the transmission of protein activations. Thus, one main topic in molecular cell biology is to draw cellular mechanisms by pathway. This will lead to find a novel druggable target. However, pathway is too complicated to be elucidated only by wet experiments.

That is why simulation studies are crucial. Many researchers have realized this fact and the

number of research article on simulation studies has been increasing exponentially during the last decade. In spite of this fact, commercially available software is quite limited.

The company had therefore developed the very first software for professional use in pathway/cell simulations. There are three sections for the usage of this software: basic research in molecular cell biology, drug discovery, and education in universities. Most of the current software users are researchers in Japanese universities.

The target users of the software are professors/researchers and students in universities and R&D institutes as well as researchers working in pharmaceutical companies. The potential area of sales of the software is academic industry such as university/college's programs because the software is also suitable for lectures on biochemistry, molecular biology, cell biology, neuroscience, pharmacology, and medicine. By using the software, students can run simulations on their PCs by changing parameters, which lead to clear understanding of the experimental methods and theories together with their applicability and limitations.

The software is also effective for reducing the cost to develop a new drug because Pathway/cell simulation can also predict potential druggable targets replacing trials and errors obtained during costly wet experiments.

Advantages and Innovations

The software is the first commercially available one for the professional use in pathway/cell simulations with the below-mentioned outstanding features:
(1) graphical user interface based and easy-to-use
(2) capability of simulating Pathways in 3D space
(3) “In situ calculation” function.

The features of the above mentioned (1) and (3) are valuable especially for the users in the academic field. The function of (1) enables users to construct simulation models by forms of well-known chemical reactions and the (3), which is “In situ calculation” function, enable students to run simulations on their notebook and PCs without generating and compiling a program for the simulation.

Since local protein activation is important for functions of a cell in spite of its small size (~50 micrometres), simulation in 3D space is crucial in order to find a novel cellular mechanisms and druggable targets. For that reason, the above mentioned (2) is beneficial for basic research in universities and pharmaceutical companies.

Thus this software offers useful functions both for educational purposes in universities and for drug discoveries in pharmaceutical companies as well as for basic research.

In addition, the 30 year-experience of the company founder in working with researchers in the biotech area, is a guarantee of the company capacity in analyses of simulation results. Thanks to this professional background the company can also offer advanced consultation services both to universities and to pharmaceutical companies.

Keywords

Market

02007007	Applications software
04	GENETIC ENGINEERING/MOLECULAR BIOLOGY

04006	Cellular and Molecular Biology
04013	Stem cells and biobanks
04014	Bioinformatics

NACE

J.58.2	Software publishing
M.72.1.9	Other research and experimental development on natural sciences and engineering

Network Contact

Issuing Partner

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Open for EOI : Yes

Dissemination

Send to Sector Group

Bio Chem Tech

Restrict Dissemination to Specific Countries

France, Germany, Italy, Netherlands, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2015

Turnover

<1M

Already Engaged in Trans-National Cooperation

No.

Experience Comments

The company is discussing with professors in a university in the Netherlands for a potential adoption of company's main software product in their lecture, seminar and lab education.

Languages Spoken

English

Client Country

Japan

Partner Sought

Type and Role of Partner Sought

The potential partners are expected to adhere with below point:
(1) find and make connections to universities, in which apply Pathway/cell simulation in their academic programme
(2) find pharmaceutical companies that would implements Pathway/cell simulation for their drug discovery
(3) be able to work on a commission-based collaboration

Partner's experience and role:
For sales of the software for educational use, the potential partners are expected to have knowledge about college programs and to have experiences in contacting professors for sales. Partners will find a university to sell licenses of the software and manage signing a contract between the company and a university. The company will offer technical support for the software installation and its usage and will provide lecture materials for molecular cell biology using the software.

Regarding finding and making a contact with pharmaceutical companies, the potential partners are expected to have knowledge of drug discovery, experience in contacting R&D departments in pharmaceutical companies, and/or personal connections with them. Potential partners will find a pharmaceutical company and manage signing a contract between the company and a pharmaceutical company.

Type and Size of Partner Sought

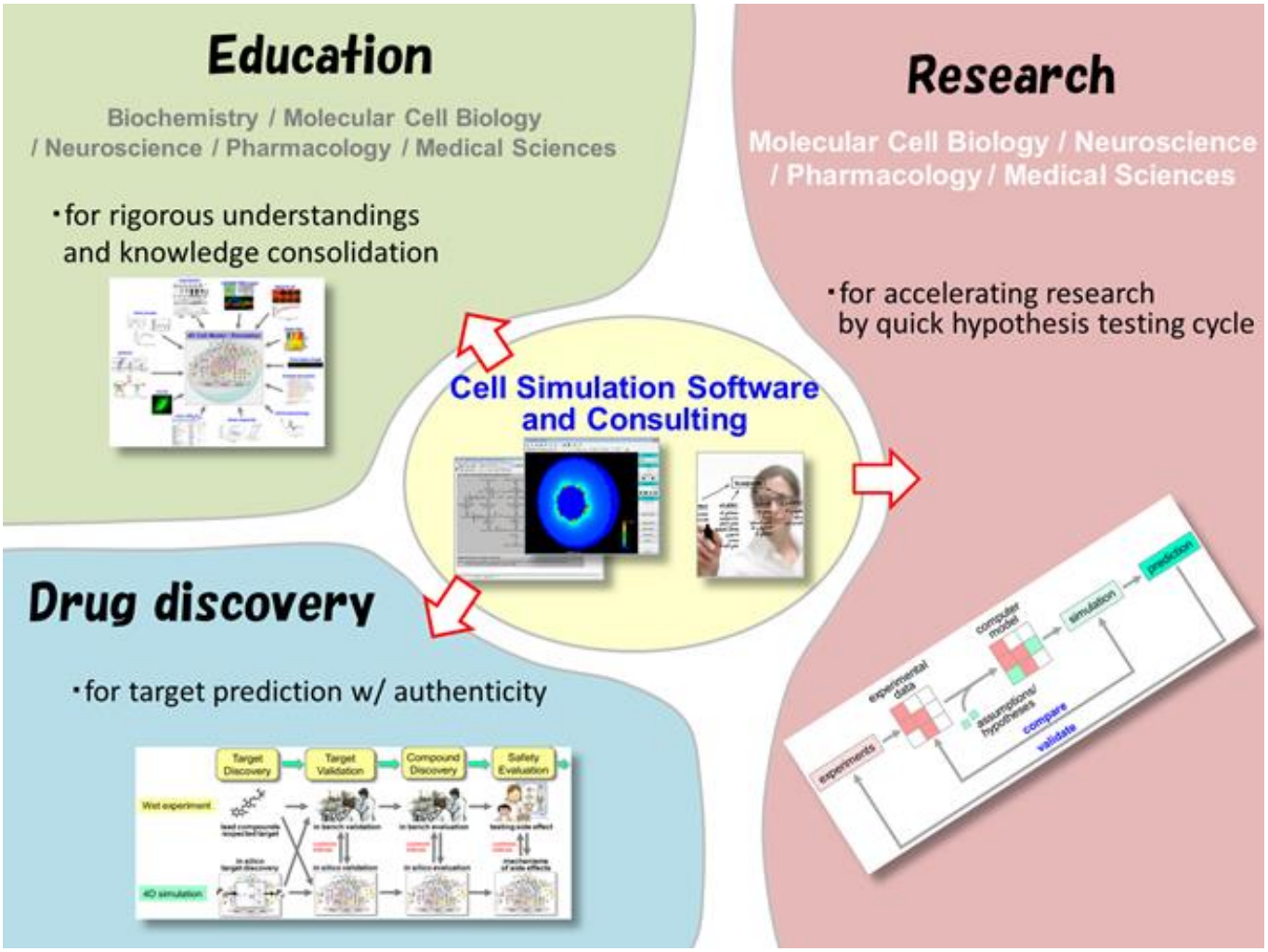
SME 11-50,SME <10,>500 MNE,251-500,SME 51-250,>500

Type of Partnership Considered

Services agreement
Commercial agency agreement

Attachments

Image1.png



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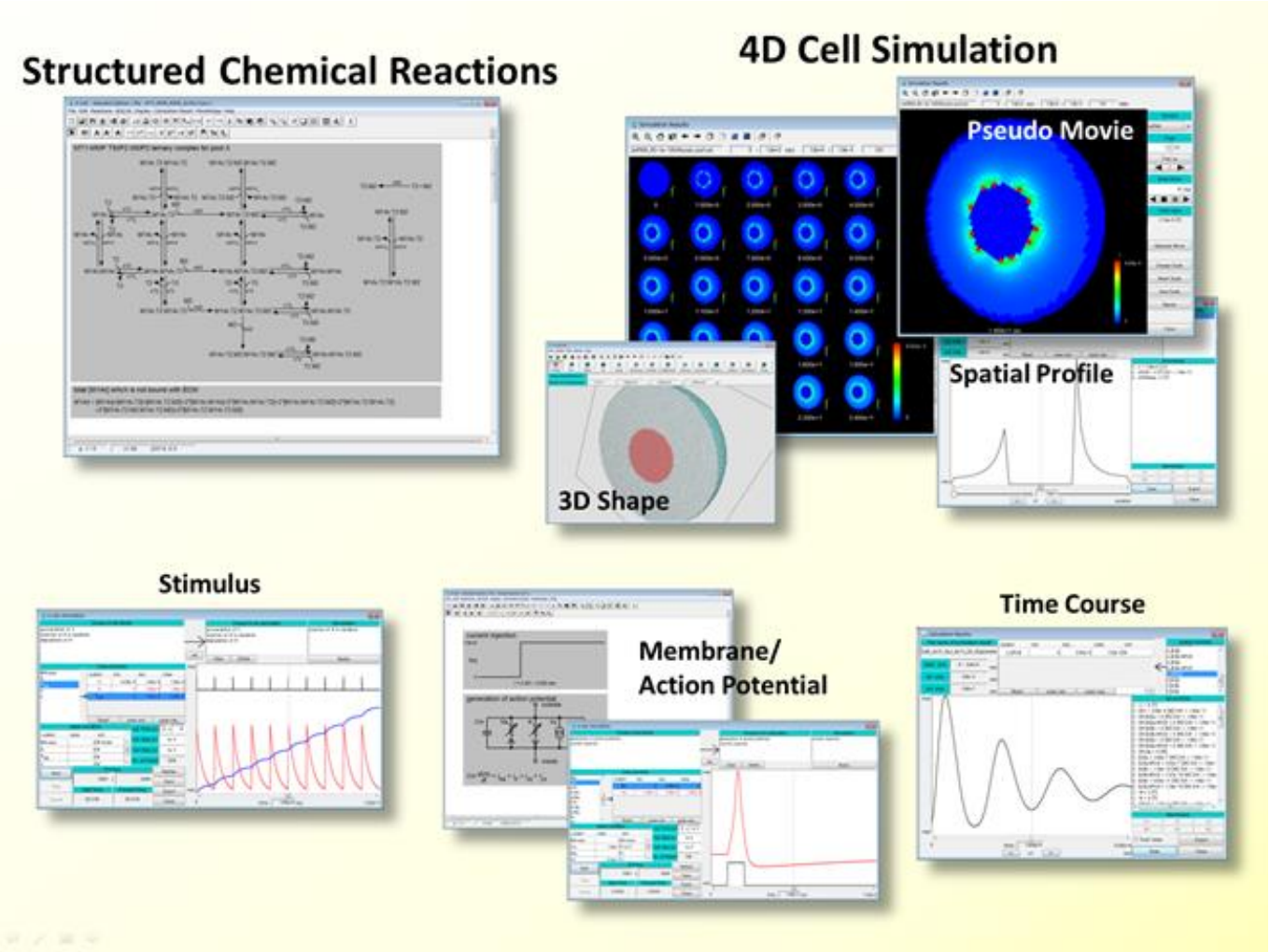
Structured Chemical Reactions
4D Cell Simulation
Pseudo Movie
3D Shape
Spatial Profile
Stimulus
Membrane/
Action Potential
Time Course

Search for new biomarkers

Summary

A Spanish (Catalan) company specialising in in vitro diagnostics (IVD) is looking for research institutions and companies for technical cooperation or to license in new biomarkers detectable by immunoassay.

Creation Date	30 March 2017
Last Update	31 March 2017
Expiration Date	31 March 2018
Reference	TRES20170329001

Details

Description

A Spanish (Catalan) company with deep and international experience developing, manufacturing and commercialising immunoassays for the clinical diagnostic market is searching new markers.
The company produces serology reagents for the in vitro diagnosis of infectious diseases and for the detection of plasma proteins.

The company is looking for new biomarkers suitable for immunoassay kits.

Research institutions and companies are sought for license or technical cooperation agreements to further develop the technology and bring new products to the market.

Technical Specification or Expertise Sought

The biomarkers should be useful in clinical diagnostics areas where molecular diagnostics is not applicable such as:
- Antigens / Antibodies
- Secreted proteins
- Small molecules: hormones, toxins, metabolites, drugs, etc.

Stage of Development

Prototype available for demonstration

Comments Regarding Stage of Development

Preliminary clinical data are needed

IPR Status

Secret Know-how,Patent(s) applied for but not yet granted,Patents granted

Keywords

Technology

06002001	Biochemistry / Biophysics
06002002	Cellular and Molecular Biology
06002007	In vitro Testing, Trials

Market

04002	Monoclonal Antibodies and Hybridomas
04009	In vitro Testing, Trials

NACE

C.21.1.0	Manufacture of basic pharmaceutical products

Network Contact

Issuing Partner

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Open for EOI : Yes

Dissemination

Send to Sector Group

Bio Chem Tech

Client

Type and Size of Organisation Behind the Profile

Industry 250-499

Year Established

1973

Turnover

100 - 250M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The processes at the company from development through production and release of product follow G.M.P. (Good Manufacturing Practices)

Certification Standards

ISO 13485:2003

Languages Spoken

English
Spanish

Client Country

Spain

Partner Sought

Type and Role of Partner Sought

Research centres, universities and companies researching and developing new biomarkers detectable by immunoassay for the in vitro diagnosis of infectious diseases and for the detection of plasma proteins.

The company is seeking license agreements to further internally develop new immunoassays kits or collaborate with the partner sought in the development of the new products under technical cooperation agreement.

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

License agreement
Technical cooperation agreement

Attachments