



Unioncamere  
Campania

## In Primo Piano

### IX INCONTRO DEDICATO ALLE IMPRESE BENEFICIARIE DELLA MISURA H2020-SME INSTRUMENTI Torino, 13 giugno 2017

Il prossimo 13 giugno a Torino alle ore 10.00 presso la Camera di Commercio di Torino si terrà il nuovo incontro con i vincitori SME Instrument, organizzato dalla Delegazione del Comitato di Programma "H2020 PMI e Accesso alla Finanza di rischio", dai National Contact Point di APRE e dalla rete EEN.

L'incontro di Torino sarà arricchito dalla presenza di aziende finanziate in Fase 2 e da alcuni momenti interattivi in cui i beneficiari di Fase 1 avranno l'opportunità di confrontarsi su alcuni aspetti specifici delle loro proposte di Fase 2, insieme alle stesse aziende di F2, agli esperti della delegazione, ai NCP e ai KAM della Rete EEN

I lavori si articoleranno anche in Tavoli di lavoro per le aziende vincitrici SME Instrument (partecipano aziende, coach e valutatori):

- § IPR e clausole riservatezza
- § Market Analysis e Marketing
- § Storytelling e Makeup
- § Partenariato

E' necessario registrarsi [h2020@to.camcom.it](mailto:h2020@to.camcom.it)

Nel pomeriggio si svolgerà un seminario volto a dare indicazioni per la presentazione di proposte a valere sullo strumento PMI.

Maggiori info: [www.to.camcom.it](http://www.to.camcom.it)

### WATEC ITALY 2017 – B2B – Palermo, 23 giugno 2017

I partner EEN Sicindustria e Consorzio Arca organizzano a Palermo, un evento internazionale sulle tecnologie per il trattamento delle acque e il controllo dell'ambiente.

Il 23 giugno p.v. si svolgeranno gli incontri b2b.

## **TORINO FASHIONMATCH 2017 – Torino, 29-30 giugno 2017**

In occasione della Torino Fashion Week, Unioncamere Piemonte, in collaborazione con la rete Enterprise Europe Network, organizza l'evento di **incontri bilaterali** Torino FashionMatch per mettere in contatto stilisti, fashion designer, aziende, buyers, agenti, società di e-commerce, produttori e start up del settore tessile-fashion e accessori, e facilitare la nascita di partnership internazionali commerciali e tecnologiche.

**La partecipazione al b2b è gratuita, previa registrazione sul portale dedicato <https://www.b2match.eu/to2-fashionmatch2017> entro il 23.06.2017.**

Gli incontri avranno una durata di circa 20 minuti e saranno pre-organizzati e prenotati tramite il portale dedicato. L'agenda degli appuntamenti personali verrà inviata a tutti i partecipanti una settimana prima dell'evento.

### **Target**

- Designer e stilisti
- Giovani designer e produttori
- Imprese tessili e di accessori
- Imprese della moda e sviluppatori di marchi
- Dettaglianti, distributori, agenti industria della moda
- Agenzie di e-commerce e buyers
- Esperti industria della moda
- Coaching ed inovatori industria della moda

### **Principali settori**

- Tessile / Moda
- Abbigliamento uomo e donna
- Accessori
- Scarpe
- Tecnologie del tessile
- Tessuti
- Servizi

Partecipare al b2b significa incontrare nuove realtà provenienti da tutto il mondo, non solo aziende del territorio.

La settimana della moda (TFW 2017) sarà comunque ricca di appuntamenti e seminari interessanti per gli operatori del settore e si avrà modo di incontrare esperti, società che operano nella fashion industry, aziende, stilisti, bloggers e giornalisti.

## **REMIND – B2B INTERNAZIONALI NEL MESE DI GIUGNO 2017 IN ITALIA**

### ***Innovat&Match 2017 - Bologna, 8-9 giugno 2017***

Settore: ricerca e impresa

**WATEC Italy 2017- Palermo, 23 giugno 2017**

Settore: trattamento delle acque e ambiente

<https://www.b2match.eu/watecitaly2017/>

**Torino Fashion Match – Torino, 29-30 giugno 2017**

Settore: moda

<https://www.b2match.eu/to2-fashionmatch2017>

**SAVE THE DATE – B2B internazionali in Italia – Secondo Semestre 2017**

**IFIB 2017 – Forum on Industrial Biotechnology and Bioeconomy, Roma, 5-6 ottobre 2017**

<https://www.b2match.eu/ifib2017/>

**Meet in Italy for Life Sciences, Torino, 11-13 ottobre 2017**

<https://www.b2match.eu/mit4ls2017>

**Space Week 2017, Roma ,21-23 novembre 2017**

<http://www.apre.it/eventi/2017/ii-semestre/space-week-2017/>

**EU GATEWAY BUSINESS AVENUES : opportunità per lo sviluppo di business con l'ASIA**

L'iniziativa della Commissione Europea sostiene le imprese europee nello sviluppo delle loro relazioni con la Corea, il sud-est asiatico, la Cina e il Giappone fornendo servizi di coaching, logistica in loco e rimborso spese.

Le imprese selezionate hanno l'opportunità di partecipare ad una missione commerciale settoriale, accompagnate da esperti, avere una presenza in fiera e incontri pre-definiti con potenziali partner.

Le prossime missioni:

- **Green Energy Technologies:** Singapore e Filippine, 23-27 ottobre 2017; scadenza 16 giugno 2017;
- **Healthcare & Medical Technologies:** Cina, 4-8 dicembre 2017; scadenza 29 giugno 2017;
- **Railway Technologies & Services:** Giappone, 27 novembre-1 dicembre 2017; scadenza 7 luglio 2017.

Ulteriori informazioni e aggiornamenti : <http://www.eu-gateway.eu>

oppure contatta il partner Enterprise Europe Network più vicino a te

**ALTRE OPPORTUNITA' DI INCONTRI DI AFFARI**

e contatta il partner EEN più vicino a te.

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## Opportunità di mercato

### Business Offer

#### **Polish company providing services in textile sector is seeking subcontracting opportunities and offers its manufacturing services. (BOPL20170421002)**

Polish company manufacturing textiles, mainly for hospitals, hotels and restaurants but also capable of sewing apparel is offering its manufacturing services and seeks subcontracting opportunities. The company can work either on their own or provided material.

#### **Portuguese company specialized in manufacture of carpets and rugs is looking for partners distributors (BOPT20170511001)**

Portuguese company active in the production of carpets and rugs, for over 75 years is seeking for trade intermediary services - distributors to represent its products, specially in Germany and France, through a distribution services agreement.

This company is one of the most vertically integrated group of the world's textile flooring (carpets and rugs).

#### **Distribution of new GPS tracker product (BOCZ20170517001)**

A leading Czech developer and manufacturer of monitoring hardware/software is looking for trade intermediaries (distributors/re-sellers) to distribute or offer its latest GPS tracker product on external markets. The company offers distribution services agreement.

#### **A French SME producing solutions against the theft of copper cables is looking for trade intermediary services**

##### **BOFR20170427002**

A French SME has developed a solution for the protection of copper cables against theft. A commercial agency and/or a distribution services agreement is sought in Czech Republic, Germany, Poland, Italy and Spain with sales agents, distributors or value added resellers in relation with companies in charge of the technical maintenance of railway and other transport companies, electrical or telecommunication networks, telecommunication and energy providers, aviation and other industrial companies.

#### **Spanish manufacturer of LED lighting seeking distributors and importers (BOES20170502001)**

Spanish company specialized in manufacturing of LED lighting products (professional and household use) is looking for distributors and/or importers in

Mexico, Colombia, Peru, South Africa and Europe under a commercial or distribution agreement. The products are compliant with the EU standards, energy efficiency and environment-friendly. The manufacturer is well established in Spain and wants to promote and commercialize its products in new markets.

### **The Polish company offering logistics operations in Europe, looking for a industrial partner (BOPL20170316003)**

The Polish company – logistic operator offers warehousing, logistic, quality control and packaging services. The company can offer 4000 square meters of warehousing and production area. The company is looking for industrial partners for service agreement.

## **Business request**

### **Dutch trade agency company in (agricultural) products is looking for new Italian companies to represent ( BRNL20170515001)**

A Dutch trade agency is specialized in dried fruits, honey, juices, saffron, and other food products. The company wants to expand its portfolio and is looking for additional agricultural (farmers) and food producing companies from Italy to represent that want to market their (bulk) food products in the Netherlands and/or the EU. The Dutch company offers agency services agreements.

### **Suppliers of foodstuff are requested by a Cypriot distributor (BRCY20170203001)**

A Cypriot company, specialized in the import and distribution of dairy products, eggs, edible oils and fats and other commodities, is looking for producers of food products from abroad in order to sell their products in Cyprus.

### **Finnish company seeks a manufacturer for a gardening product composed of plastic fabric/mesh, sewing and metal parts (BRFI20170310001)**

A Finnish company seeks a manufacturer of a gardening products. The product is composed of 9 m<sup>2</sup> plastic fabric/mesh and metal parts. Needed skills are sewing a simple tent-like structure and producing rustproof metal sticks with hooks. These parts can be also manufactured by separate contractors. Ideally the whole product would be manufactured and packed by one main partner which can conduct subcontractor for other parts.

### **Romanian company seeks manufacturers of charging stations for cars under distribution services agreement or commercial agency agreement (BRRO20170306001)**

A Romanian company involved in the electrical constructions field is willing to act as distributor, agent or exclusive representative for a producer of charging stations for electric and hybrid cars.

### **Small UK producer of natural and organic skin care products seeks manufacturer interested in private label production (BRUK20170220001)**

UK company with a small range of handmade natural, organic, vegan beauty products suitable for skin and hair seeks partners able to formulate high end products under private label manufacturing agreement.

### **South Korean CBT(Cross-border Trade) company seeks European suppliers of consumer goods.( BRKR20170424001)**

A South Korean company specialized in CBT (Cross-border Trade) is looking for cooperation with European partners who are able to supply cosmetics, beauty products, and health functional foods under commercial agency agreement and distribution services agreements.

**German medical technology distribution company is looking for highly innovative medical technology products and advanced R&D projects under a distribution services agreement, joint venture or financial agreement (BRDE20170307001)**

A German medical devices distribution company is looking for new medical technology products in the field of in-vitro diagnostics, point-of-care diagnostics or wound management and related fields to be distributed by them in Germany under a distribution services agreement. Furthermore, they are offering a financial participation in advanced R&D projects focussing the German market and joint venture agreements with innovative medical technology manufacturers.

**A Japanese distributor of beauty products is looking for manufacturers of hair care and other beauty products for sales in Japan (BRJP20170327001)**

A Japanese distributor of beauty supplies aims for a distribution agreement with manufacturers of high quality hair care, colour treatments and beauty products (other than cosmetics), interested in the Japanese market.

The distributor has over 10 years of experience and is successfully selling a wide range products to various salons in Japan. Preference is given to products with high profit margin when sold in Japan.

**UK company seeks innovative healthcare products to assist daily living. (BRUK20170505001)**

UK Company that designs, manufactures and sells healthcare aids to assist daily living including those for the elderly and disabled is seeking innovative products under a distribution agreement in order to add to their current portfolio

## Technology Offer

**Solar biomass gasification (TOAM20170512002 )**

An Armenian company engaged in designing and fabrication of solar energy systems has developed a solar powered biomass gasifier, including concentrating solar technology and biomass gasification. Partners are sought for optimization of the technology under commercial agreement with technical assistance, technical cooperation agreement or research cooperation agreement.

**Unique bio-prototyping facility for research and development of high value products using a plant based expression system. (TOUK20170521001)**

A UK based bioscience company has established a new state of the art bio-prototyping facility based on plant based technology that allows the expression and production of scalable quantities of bio-active products. The technology provides a quick and scalable method and the opportunity to shorten the development time for new pharmaceutical, agrichemicals, biologicals and complex metabolites. It offers opportunities for research cooperation and technical cooperation agreements.

**Novel electric drive system with superior performance - high torque and power density, high efficiency factor, low use of rare earth metals, maximum torque right from start, hollow shaft construction for integration of functional modules/machine tools (TODE20170516002)**

German SME offers a novel electric drive system combining the reluctance and the transversal

flow principle thus eliminating the disadvantages and exploiting the advantages of both machines: high torque/power density, efficiency, no or 50% less rare earth metals. Hollow shaft construction allows integration of functional modules/tools; applicable where max. torque is needed right from



start: pumps, compressors, turning tables, serial production machines, e-vehicles. Licensing or sale of patents.

**Microsource energy for autonomous connected objects: a French laboratory is looking for integrators to cooperate under license, research or technical cooperation agreement (TOFR20170517001)**

A French laboratory has developed a microsource of autonomous energy dedicated to sensors, embedded systems and mobile devices. The purpose of the technology is to recover thermal energy and convert it into electricity. The little quantity of energy generated could be use for IoT systems and networks for example. The French lab is looking for industrial collaborations to put on the market its technology under various types of cooperation : license, research or technical cooperation agreements.

**Unique bio-prototyping facility for research and development of high value products using a plant based expression system. (TOUK20170521001)**

A UK based bioscience company has established a new state of the art bio-prototyping facility based on plant based technology that allows the expression and production of scalable quantities of bio-active products. The technology provides a quick and scalable method and the opportunity to shorten the development time for new pharmaceutical, agrichemicals, biologicals and complex metabolites. It offers opportunities for research cooperation and technical cooperation agreements.

**French SME specialises in the maintenance and repair of electronic snowmaking products (TOFR20170427001)**

A French SME has developed since 1994 a strong expertise in the field of automation, electronics and information technology. Its expertise enables the company to ensure the maintenance and the repair of snow cannons' circuit boards, currently available on the market or not anymore. The company is looking for a services agreement with ski resorts and indoor ski stations, in order to ensure the maintenance and the repair of their snow cannon's circuit boards.

**Israeli SME offers vertically moveable cabinets for houses, kitchens and businesses (TOIL20170516001)**

An Israeli start-up develops vertically movable cabinets that increase storage capacity by using room space that is inconvenient to access. The designed cabinets are controlled by a commonly used electrical motion system, thus allowing for affordable pricing. The company is interested in a license agreement to sell its intellectual property and knowledge or, a commercial agreement with technical assistance, in which firms in the field of furniture serve as distributors (maybe also producers).

**Novel continuous passive motion machine (TODE20170515001)**

A team of German scientists developed a novel continuous passive motion machine (CPM) that can be used for a combined active and passive mobilization of the knee joint and also of the hip joint after an accident or a surgical intervention. Research cooperation agreement or license agreement is offered.

**Flexible plastic displays for consumer electronics, car interiors, digital signage and other applications (TOUK20170525001)**

A UK company has developed flexible plastic displays for full colour and video. Early adopters come from the automotive, digital signage and consumer electronics segments but the technology is suited to a variety of product applications across different industries. Electronic products developers are sought for technical cooperation agreements.

## Technology request

### **Very urgent request for digital building solutions (TRAT20170522001)**

An Austrian SME representing leading companies in the construction and real estate business is looking for start-ups with digital and disruptive software and/or hardware solutions as well as services for planning, building, operating and financing buildings. Completely new ideas as well as transformable solutions from other industries are sought. Commercial, research, technical, joint venture and licence agreements are envisaged.

### **Therapeutically relevant proteins with no known ligands or poor ligands (TRUK20170323001)**

An East of England company has developed a tool to predict ligandable binding sites on protein targets with high accuracy and confidence. They seek industry or academia owning targets of high therapeutic relevance, for which there are no known, or good, ligands available. Type of cooperation: research or technical co-operation agreement.

### **Novel chemistry and technology for construction and building materials (TRUK20170421001)**

The UK arm of an international manufacturer and distributor of construction chemicals is searching for innovative chemistries and technologies. These would save time and improve quality in the application and later monitoring of integrity and functionality of concrete, grout, coatings, flooring systems etc. They may be transferred from different sectors. Industry and academia are sought for joint venture, technical cooperation, licensing and commercial agreements with technical assistance.

### **French company looking for microencapsulated organic phase change material (TRFR20170316001)**

A French company specialises in the supply, manufacture and marketing of quality maintenance products, biological products and industrial paints for a large number of professionals such as industries, local authorities, breeders, oyster farmers, building sector. In order to innovate in their range, the SME is looking for phase change material (PCM) in powder form in microcapsules. A commercial agreement with technical assistance is sought with a partner specialised in microencapsulation.

### **Manufacturers sought for production of robots dedicated to individuals (TRFR20170502001)**

A French start-up has developed a socialization robotic unit for individuals. The company has built a first prototype. It is looking for an industrial partner expert in the fields of electronics and mechanics for technical cooperation and manufacturing agreements, in order to realize a first pre-serie and then the industrial manufacture of this robot.

### **Reducing noise from wind turbine rotor blades (TRSE20170511001)**

A Swedish SME that has developed a new design for large scale wind turbine rotor blades is looking for partners with knowledge in noise reduction. Any knowledge could be considered that would affect or reduce the noise generated by the rotor blades, including e.g. acoustics and aerodynamic design. The company is interested in technical cooperation.

### **Speech recognition technology for an innovative platform (TRFR20170404001)**



French company active in the digital industry provides a platform for virtual reality business meetings. The company wants to add new features in the platform and seeks technological partners to build a speech transcription feature. Services and licenses agreements are targeted.

**Per richieste/offerte di cooperazione commerciale e/o tecnologica o ricerca partner per progetti di Ricerca&Sviluppo contatta il partner EEN più vicino a te; registrati sul sito europeo di EEN (<http://een.ec.europa.eu/>) menù in basso a destra “ Find an International Partner”**

## Chi siamo

Unioncamere Campania aderisce dal 2008 alla rete Enterprise Europe Network (EEN), principale rete europea a sostegno delle imprese, ed opera in continuo contatto con il Sistema Camerale nazionale ed internazionale.

La rete è nata per accrescere il potenziale innovativo e competitivo delle piccole e medie imprese nei mercati europei ed internazionali con il sostegno della Direzione Generale Imprese & Industria della Commissione Europea, nell'ambito del programma europeo Competitiveness and Innovation Program (CIP).

Enterprise Europe Network è presente in oltre 40 paesi, tra cui l'Italia, ed è formata da 600 organizzazioni. Il Consorzio Bridgeconomies, nel quale opera Unioncamere Campania, riunisce importanti Enti di tutto il mezzogiorno d'Italia con un costante e comune impegno nel fornire alle imprese servizi e strumenti per accrescerne le capacità competitive.

La rete sostiene lo sviluppo di attività internazionali offrendo servizi di assistenza e di orientamento, favorendo opportunità di cooperazione economica, industriale e tecnologica. È pertanto garantita un'azione costante di sostegno all'accesso delle imprese in nuovi mercati e il consolidamento della propria presenza.

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