



Unioncamere  
Campania

## In Primo Piano

Nell'ambito del progetto EEN Unioncamere Campania in collaborazione con la delegazione Campana di AICP, Associazione Italiana Coach Professionisti organizza seminari presso le Camere di Commercio campane, finalizzati alla individuazione delle possibili strategie di internazionalizzazione attraverso l'individuazione di obiettivi specifici e l'allenamento delle competenze trasversali utili alla definizione delle strategie per il conseguimento degli obiettivi individuati.

Date seminari:

Camera di Commercio di Avellino, 20 novembre : <https://goo.gl/B8nMqq>

Camera di Commercio di Benevento, 27 novembre : <https://goo.gl/uh3xki>

Camera di Commercio di Caserta, 4 dicembre <https://goo.gl/8gVzwx>

## MISSIONI EU GATEWAY IN ASIA

La Commissione Europea tramite il progetto [EU Gateway | Business Avenues](#) e con il supporto di Enterprise Europe Network organizza le seguenti missioni in Asia:

- missione in Corea nel settore Healthcare & Medical Technologies, dal'11 al 15 marzo 2019; scadenza per la presentazione delle domande: **9 novembre 2018**.  
Per info e iscrizioni [clicca qui](#)
- missione Singapore e Filippine e nel settore "Environment and Water technology" dal 17 al 22 marzo 2019; scadenza per la presentazione della propria candidatura il **16 novembre 2018**.  
Per info e iscrizioni [clicca qui](#)
- missione in Giappone nel settore della Environment and Water technology, dal'11 al 15 marzo 2019; scadenza per la presentazione delle domande: **23 novembre 2018**.  
Per info e iscrizioni [clicca qui](#)
- missione in Giappone nel settore Healthcare & Medical Technologies, dal'17 al 21 marzo 2019; scadenza per la presentazione delle domande: **30 novembre 2018**.  
Per info e iscrizioni [clicca qui](#)

Possono fare domanda imprese con le seguenti caratteristiche:

- Almeno 5 di attività e capacità di dimostrare i dati finanziari degli ultimi 3 anni
- Capitale interamente o per la maggioranza europeo
- Sede in uno stato membro dell'Unione europea
- Fatturato e numero di dipendenti sufficiente per entrare con successo nel mercato target
- Dimostrare di aver già intrapreso delle collaborazioni internazionali (al di fuori dell'UE)
- L'azienda è un produttore, un sub-contractor, una società di ricerca e sviluppo o una compagnia di ingegneria (non una business consultancy)

Alle imprese che risulteranno beneficiarie sarà offerta l'opportunità di partecipare ad una missione di 5 giorni nel paese target. Il pacchetto prevede dei servizi standard che includono un coaching prima della partenza, durante e dopo la business mission, l'organizzazione di incontri one-to-one con imprese del posto, supporto logistico e nella promozione dell'azienda. Questi servizi base saranno co-finanziati al 100% ed è prevista inoltre una copertura delle spese per l'alloggio per un massimo di 1000€ (una stanza per azienda).

I partecipanti potranno inoltre beneficiare di ulteriori servizi personalizzati (consulenza su questioni legali e certificazioni; servizi di interpretariato, assistenza nella traduzione e nella stampa di brochure e documentazione relative all'azienda; informazioni legali sui potenziali partner commerciali nel mercato target). Per queste attività le imprese beneficeranno dell'80% di cofinanziamento, fino ad un massimo di 1000€.

Per ulteriori informazioni contattare il partner EEN più vicino a te :

### AGGIORNAMENTI CONTINUI

**Per essere costantemente aggiornati sulle opportunità offerte da Enterprise Europe Network:**

- [een-italia.eu](http://een-italia.eu)
- [pagina FB Enterprise Europe Network Italia](#)
- [twitter @EEN\\_Italia](#)

### OPPORTUNITA' DI INCONTRI DI AFFARI

Per scoprire le numerose opportunità di incontri b2b vedi anche <http://een.ec.europa.eu/content/events-0>

# Opportunità di mercato

Di seguito si riportano, a titolo di esempio, alcune richieste/ offerte di cooperazione.

Per essere aggiornato su 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”

## Business Offer

**French designer and manufacturer of hydrogen hybrid solutions, is looking for manufacturing and subcontracting agreements (BOFR20180529001)** A French company specialised in design, development and maintenance of hydrogen electric storage solutions, fuel cells, hybrid systems, hydrogen generators, is looking for manufacturing and subcontracting agreements. The French company develops solutions helping to create a sustainable future. Design, development and assembly of these solutions is the core business of this innovative French company.

**Japanese manufacturer of shopping trolleys with integrated solar panels seeks agents and distributors in the EU (BOJP20171025001)** A Japanese company specialized in shopping trolleys is looking for commercial agents or distributors in the EU. The company provides many standard options, such as insulation function, high capacity of storage, removable wheels, etc. that cannot be found all together in similar products available on the market. Some of their products are integrated with solar panels for battery charging which is a unique feature not available elsewhere.

**License agreement for a scientific online talent questionnaire, a tool for business trainers and coaches (BOBE20180813001)** A training and consulting firm based in Belgium has developed an online standardized talent questionnaire in collaboration with a renowned university. They are looking for partners to sell their services under a license agreement. This includes: - The license to give certification training to coaches - The license to sell tests to certified coaches. The test reveals the true talents of a person or a team and is used for personal and team development in business and private context.

**Distributors sought for a PC mouse tremor filter for patients with tremor diseases (BOES20181004001)** A Spanish based-tech company has developed a PC mouse tremor filter for patients with tremor diseases like Parkinson. It is connected between the mouse and the computer reducing the patient trembling. The company is looking for distribution agreements.

**Manufacturer of sportswear clothes from Finland is looking for agents and distributors in France, Germany, Italy, Switzerland and UK (BOFI20181003001)** A Finnish company specialised in the manufacturing of sportswear, made of merino wool, is looking for commercial agents and distributors in France, Germany, Italy, Switzerland and UK. The products are suitable for outdoor and sports activities.

**German company is looking for distributors and commercial agents for its premium brand kitchenware (BODE20181015001)** German based enterprise is looking to enlarge its European network of distributors and commercial agents for its premium brand kitchenware. The company is a subsidiary of an international enterprise that designs, manufactures and distributes kitchenware to over 60 countries worldwide. Product range consists of cast aluminium pots and pans, casseroles, food storage containers, cutting boards, knives, hydration bottles, etc. All products come in a range of elegant colors.

## Business Request

**Romanian company is looking for producer/supplier of nuts, seeds and dried fruits (BRRO20181004001)** Romanian company located in Transylvania, having as main activity the import-export of raw materials and seeds, is looking for partners under distribution services agreement. The potential partner should be able to provide a wide range of products used in food industry such as: virgin bio coconut oil, conventional RBD (refined, bleached, deodorized) coconut oil, nuts, seeds and dried fruits.

**French company specialized in designing and selling bags and accessories that suit the look and active lifestyle of on-the-go parents is looking for European manufacturers for its bags (BRFR20181012001)** French company specialized in designing and selling bags and accessories that suit the look and active lifestyle of on-the-go parents is looking for European manufacturers for its bags.

**A Swedish company producing organic lemonade is looking for manufacturers of their Bag-in-box packaging (BRSE20181010001)** A Swedish company producing organic lemonade in three different flavours is looking for a manufacturer who can supply them with Bag-in-box packaging. They are looking to enter into a manufacturing agreement and would like to build a long-term relationship.

**UK company designing breastfeeding tops is looking for clothing manufacturer to produce long sleeved tee-shirts (BRUK20181004001)** A specialist South East UK SME has designed a tee-shirt with hidden zips at the side to allow easy access for breastfeeding. They are currently looking for a new manufacturer for their tops that have hidden zips on each side. The premium cotton product was launched in 2016 and has been selling successfully gaining many testimonials as to the quality and design. The company would like to make an outsourcing agreement with a company that can meet the required 4-6 week lead time for supply.

**A start-up, high-end, British fashion brand seeks manufacturing agreements (BRUK20180822001)** A UK start-up fashion label is seeking manufacturers of outerwear and tailoring garments made from wool/cashmere, woven fabrics and lamb leather for a manufacturing agreement, preferably in Italy, Portugal, Spain or France.

**Singapore-based wine distributor and consultant seeking to procure wine via distribution service agreement(s) (BRSG20181005001)** The Singapore company, established in 2015 specializes in procuring and supplying of high quality wine globally as well as providing customers with wine consultation services that caters to the customers' needs. The company is sourcing wine from Europe and is actively looking for partners that produces wine for distribution in the Singapore and South East Asian market.

**Irish company seeking partners for manufacturing agreement for branded eco-friendly packaging solutions (BRIE20180711001)** Fast growing online retail company from Ireland is seeking a manufacturing agreement in order to find new and cost effective branded eco-friendly packaging solutions for its novelty subscription boxes.

## **Technology Offer**

**Flow sensors calibration by means of Laser-Doppler (TODE20170711001)** A German research institute, specialized on metrology, has developed an improved solution for the calibration of flow sensors. Laser-Doppler Anemometry (LDA) is an optic, therefore contactless procedure for velocity measurements in liquids. LDA enables the calibration of flow sensors. The developed procedure reduces the insecurity of the determination of the volume flow considerably and even under conditions where state-of-art solutions fail. The research institute is searching for licensees.

**Innovative lightweight eco thermal concretes and eco lightweight granulate products (ELG-products) (TORS20180426002)** A Serbian company produces innovative lightweight concrete products for construction of: walls, ceilings/floors/roofs and facade of energy-efficient and seismic-resistant buildings and chimneys, pedestrian zones, sports grounds, etc. The advantages are: 50% lighter; excellent load-bearing capacity, thermal insulation and seismic resistance; all walls are

rebar-reinforced; construction is faster, cheaper and more sustainable by 40%. It seeks partner through commercial agreement.

**Innovative bi-stable and elastic hinge for glasses (TOFR20180921001)** A small French company specialised in the design of glasses has developed an innovative bi-stable eyeglass hinge with elastic properties, providing high comfort, flexibility and lightness, and allowing a better durability of the frame, thanks to an interchangeable fuse element, which can be replaced by the user. The company offers a manufacturing or licence agreement

**Clinical stage First-in-class Small Molecule innovating in the treatment of Cancers (TOFR20180810001)** A French clinical pharmaceutical company focused on Oncology, has discovered and is developing new anticancer agents. These agents work by an original mechanism of action, leading to cancer cells death. With this innovative mechanism of action, they are developing drugs in liver cancers and have the potential to develop drugs against a range of tumor types. The company is actively searching for financial, joint venture and license agreements to enter the Healthcare market.

**Benchtop small sized systems for affordable in-vivo molecular imaging (TOGR20181012001)** A Greek company specialized in the field of biomedical engineering is offering two innovative portable systems for in-vivo imaging of radiolabeled biomolecules and nanoparticles. Both public and private partners, of any size, active in the market of molecular imaging are sought with an interest in establishing a commercial agreement with technical assistance or joint venture agreement.

## Technology Request

**German SME wants to cooperate in developing an optical module for high-power LED (Light Emitting Diode) spotlights (TRDE20180913001)** A German SME wants to develop a high-power LED spotlight for industrial outside applications and needs a cooperation partner for the development of an optical module that shall be implemented in the novel LED lighting solution. A cooperation in the frame of a technical cooperation or a research cooperation agreement is envisaged.

**Searching for partners to manufacture halogen free flame retardants for plastics. (TRSE20180418001)** A Swedish SME active within the polymer chemistry sector has developed halogen free flame retardants (HFFR) for plastics, which provide fire safety without using toxic chemicals. They are looking for international partners for technical cooperation and manufacturing agreement. The manufacturer should be a specialised production company focused within compounding or masterbatch production within thermoplastics and/or polyolefin materials

**Hydrophobic nanoparticles technology (anti-fouling paints) (TRLU20181005001)** A company based in Luxembourg is looking for a partner able to provide nanoparticles technology to be added to paints, to prevent the adherence of organisms in aquatic environment. The company is looking for research or technical cooperation agreement.

**Czech SME seeks technology which can recycle used disposable diapers in ecologically efficient manner under commercial agreement with technical assistance (TRCZ20181011001)** A Czech company specialized in import and distribution services of medical materials, devices and aids, including diaper disposal systems is seeking new market ready methods for recycling of used diapers under commercial agreement with technical assistance.

**Inland container tracking solutions sought by multinational shipping company (TRNL20181005001)** A multinational shipping enterprise with a base in the Netherlands wants to inform its clients about location and estimated time of arrival of their containers. Therefore it is

looking for partners with novel approaches to track containers before and after sea transport without adding an extra device. It aims to set up a cooperative pilot project to show the potential of

the technology within the framework of a services agreement. This technology request is part of an open innovation challenge..

**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”**

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## 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 BridgeEconomies, 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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