

## Enterprise Europe Network Armenia



# *Newsletter # 2*

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# Content:

Business Cooperation Offers and Requests .....	3
Manufacturing of food products .....	3
Manufacturing of textile products .....	4
Construction .....	5
R&D .....	6
Information Technologies .....	7
Cosmetics .....	8
Healthcare .....	9
Other sectors .....	10
Technology Cooperation Offers and Requests .....	11
European News and Events .....	13

## Business Cooperation Offers and Requests

*Aiming to foster international business activities of Armenian SMEs and find suitable business partners abroad Enterprise Europe Network Armenia is pleased to present to your attention the following business cooperation offers.*

### Manufacturing of food products



### Business cooperation offers

**The Dutch SME company, a producer of alcohol free cocktails, is looking for distributors in Europe, USA and the Middle East.**

Partners should have a professional network in hotels, souvenir shops and/or liquor stores. Sales and marketing support is offered.

The company's products - 'mocktails' are very healthy and taste like alcohol, 100% natural and vegan are also free from sugar and artificial flavors.

**Code: BONL20190130001**

**A Macedonian company specialized in wholesale of natural products is looking for partners to distribute its canned fruits and vegetables. The company is interested in distribution service agreements.**

The company is interested in cooperation under the distribution services agreement with companies which deal in wholesale and retail trade of food products and intermediaries that want to distribute their products in their own markets.

**Code: BOMK20180926001**

### Business cooperation requests

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**The Polish private company is looking for suppliers of canned, frozen, dried fruit and vegetables and more.**

A Polish company from Malopolska, South of Poland has been present on the food market for more than 25 years now and are open to every offer of cooperation. The company is interested in both: small and single supplies of canned, frozen, dried fruit and vegetable and more as well as regular orders of wholesale quantities - depends on product.

Code: BRPL20190104001

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## Manufacturing of textile products



### Business cooperation offers

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**An Italian clothing manufacturers offers its services under subcontracting and manufacturing agreements.**

An Italian cooperative is a manufacturer of clothes for men and woman, but also kitchen goods or towel. In order to enlarge their international market share, they are looking for international partner in the clothing industry (apparel producers and designers) interested in their services under subcontracting and manufacturing agreements.

Code: BOIT20190124001

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**Romanian manufacturer of premium fashion menswear seeks partners for commercial agency or distribution services agreements**

This Romanian manufacturer of high-end clothing is located in South-Eastern Romania and has extensive experience in the textile industry, having worked for more than 20 years for well-known international brands. The company seeks experienced distributors (mono or multi-brand fashion stores) for their line of luxury men's shirts, to work with under distribution services agreements. The

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company is also interested in commercial partnership for brand representation.

Code: BORO20190204001

## Business cooperation requests

### Swedish company looking for producers of women sportswear

The Swedish company is looking for an experienced partner producing women sportswear. A potential partner should be able to produce smaller quantities at first but also have the resources to scale-up the orders.

Code: BRSE20181122001

**A Swedish company is looking for shoe manufacturer that can produce protective footwear made of a lightweight durable polymer fabric.**

A Swedish SME has designed a new boot and protective footwear that can be used to protect regular shoes in bad weather conditions, similar to what galoshes can provide. The company is now looking for a supplier of light weight polymer fabric and a shoe manufacturer to produce a first series of the footwear. The partner or partners should be willing to discuss all aspects for best performance including design and material selection, and to enter into a manufacturing/subcontracting agreement.

Code: BRSE20190204001

## Construction



## Business cooperation offers

### Steel manufacturing and engineering company seeks commercial agents in Europe

A Danish producer of steel constructions, founded in 1984, with a strong track record in offshore and the industrial sector, in general, is looking for agents in Europe to ensure continued international expansion under the commercial agency agreement. The company can deliver complex technical solutions containing engineering, manufacturing, surface treatment and hydraulics to a number of key industry sectors including offshore and marine, and the oil and gas industry.

Code: BODK20180130001

## Business cooperation requests

### A building, construction and decoration materials wholesaler and retailer from Lithuania is offering distribution services

A company from Lithuania is active in the field of building and construction materials wholesale and retail. The company wants to broaden their product range and therefore is searching for facade insulation and decoration materials manufacturers and is offering distribution services agreement.

Code: BRLT20190103001

## R&D



### H2020: EIC-FTI-2018-2020 - Italian company seeks two technology partners for a FTI call

An Italian company, already awarded with a Seal of Excellence in the framework of the SME Instrument for this project, is preparing a proposal for the Fast Track to Innovation call in May 2019. The company is looking for two technology partners in order to complete the consortium. The aim of the project is to create the first electric jet propulsion platform for the nautical world.

**Danube Transnational Programme: Clusters, NGOs, public bodies, etc. with expertise in the fields of innovation/education are sought for project partners to contribute to the project activities (mapping, developing innovative tools, etc.).**

A Bulgarian research organization working in the field of innovations is developing a proposal for the Danube Programme. Its aim is to provide a set of social and innovative services for a higher level of responsiveness of businesses to Industry 4.0 requirements. Organizations dealing with social entrepreneurship, innovative services in the Industry 4.0 skills gap context and clusters in the fields of mechatronics, robotics, automation, IoT, etc. are sought to contribute to project activities.

Code: RDBG20190214001

## Information Technologies



### Business cooperation offers

**A Macedonian SME offers IT services to potential partners with outsourcing, subcontracting and service agreements.**

A Macedonian IT consulting company is offering cooperation to foreign partners with outsourcing, subcontracting and service agreements. The company offers full range of IT services.

Code: BOMK20170331001

**UK SME offering end to end bespoke software development solutions seeks service agreements**

A UK software development company specializing in the "end-to-end" bespoke creation of software is seeking service agreements with partners who have a requirement to streamline their internal processes and/or upgrade their systems.

Code: BOUK20190204001

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**Ukrainian IT Service provider is looking for global partners, global IT service providers, or other ITC companies in order to cooperate as a professional contractor**

A specialized Ukrainian network integrator is looking for global partners, global IT service providers, or other ITC companies in order to cooperate as a professional contractor in Ukraine.

Code: BRUA20170807001

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## Cosmetics



### Business cooperation offers

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**A French manufacturer of medical devices is looking for distributors for its innovative respiratory division**

A well-known French manufacturer and distributor of medical devices in continuous growth is looking to expand its activities abroad for its respiratory products. The respiratory division is composed of high-end qualitative products for the oxygen therapy (O2 concentrators, monitoring systems, oximeters..) and for the respiratory orthopedics (innovative devices for the restoration of pulmonary functions and pulmonary trainings). The company is looking for distributors.

Code: BRFR20190111001

**Private label cosmetic manufacturer from Poland, is looking for partners interested in subcontracting the cosmetic manufacturing process.**

Polish company which is a well known private label cosmetic manufacturer is looking for companies interested in contracting out part of or full of their cosmetic manufacturing process under a manufacturing, an outsourcing or a subcontracting agreement.

Code: BOPL20190109001

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## Business cooperation offers

### **A French manufacturer of medical devices is looking for distributors for its innovative respiratory division**

A well-known French manufacturer and distributor of medical devices in continuous growth is looking to expand its activities abroad for its respiratory products. The respiratory division is composed of high-end qualitative products for the oxygen therapy (O2 concentrators, monitoring systems, oximeters..) and for the respiratory orthopedics (innovative devices for the restoration of pulmonary functions and pulmonary trainings). The company is looking for distributors.

Code: [BOFR20190205001](#)

### **Spanish manufacturer of high-tech equipment for aesthetic treatment seeks distributors**

A Spanish company from the beauty sector, based in Barcelona is specialized in the production of high-tech equipment for aesthetical treatment, and offers its devices for permanent hair removal and anti-aging rejuvenation. In its products portfolio, the company is now marketing and commercializing a new diode laser device for both permanent hair removal and rejuvenation. The company is seeking commercial agents or distributors specialized in aesthetic medical devices.

Code: [BOES20190225001](#)

## Business cooperation requests

### **Polish company seeks suppliers of medical devices and natural cosmetics under distribution services agreement**

A Polish manufacturer of medical devices and natural cosmetics is willing to enlarge its portfolio and

is looking for foreign suppliers of medical devices and natural cosmetics. Cooperation based on the distribution services agreement is considered.

Code: BRPL20190111001

## Other sectors



### Business cooperation offers

**A Turkish company engaged in designing and producing bathroom furniture including storages, cabinets and accessories is looking for distributors and also offering to work under manufacturing agreement for the production of bathroom furniture.**

The company would like to cooperate under distribution services agreement to expand its sales channels in the international market. The company has free production capacity and offers those to furniture companies willing to outsource bathroom accessories production under manufacturing agreement as well.

Code: BOTR20190128001

**The Lithuanian engineering company is involved in industrial automation projects and their implementation.**

The company is looking for long-term cooperation with companies which are implementing various technologies processes and/or are manufacturing industry equipment for various technologies processes in the bulk material transportation, oil and gas, food and beverages, water and other areas of industry or needs other small automation solutions.

Code: BOLT20181016001

## Business cooperation requests

### **A French company is looking for manufacturing agreement for natural and scented candles.**

A French company is creating and distributing scented and decorative candles for the French market. They are searching a partner in order to produce 100% natural candles mainly made of vegetable waxes. A manufacturing agreement is proposed with long term partner.

Code: BRFR20190219001

### **French company is looking for manufacturer of glass bottles.**

A young French company specialised in agribusiness produces fresh and healthy juice. The SME is looking for an industrial manufacturer of 20 centilitres glass bottles for its fresh juice. A long-term manufacturer partner is sought for a manufacturing agreement.

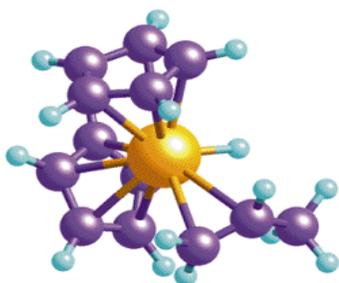
Code: BRFR20190117001

### **Seeking manufacturer of minoxidil for new range of men's hair restoration products**

A UK company is developing a new range of hair growth products for men and is seeking a manufacturer of Minoxidil Foam (generic version of an existing foam brand) to complete their supply chain. Minoxidil is a chemical topical solution that can stop hair loss and promote hair growth in some cases. The company is seeking chemical companies or pharmacy manufacturers via a manufacturing agreement to supply the ingredient.

Code: BRUK20190125001

## Technology Cooperation Offers and Requests



*Business Support on Your Doorstep*

### Technology cooperation offers

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## Stabilization and waterproofing for wall constructions of buildings

Slovenian company offers a patented technology, which allows for building stabilization and waterproofing and is intended for use in the construction industry. It acts against the development of moisture in the walls and dries them. It is sustainable, durable and long lasting. The client is willing to sell the know-how technology through license agreements to potential buyers and partners from Europe and abroad.

Code: TOSI20181217001

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## Technology cooperation requests

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**A Serbian company specialized in outdoor/indoor signage seeks partners for technical cooperation in the area of technology and know-how of LED 3D signs.**

A Serbian company specialized in design, engineering and manufacturing of external and internal signage, signs and promotional materials is looking for new partners who have the capacity for know-how and technology transfer of LED 3D signs. The company is looking for partners with the experience in the implementing LED technology in the signage industry. LED technology in the production of 3D signs in the form of illuminated letters and characters.

Code: TRRS20181016001

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**New materials to simplify the creation, manufacturing and end of life processing of polyolefins**

A UK company and a European company are jointly seeking new technologies to facilitate the improved manufacturing and improve the functionality of polyolefins and polyols. The materials must have proof of concept and they should enable use in markets including construction, food, healthcare, automotive. Dependent on the stage of development the agreements may include licensing, joint venture, technical cooperation or commercial agreement with technical assistance.

Code: TRUK20190201001

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## European News and Events

Variety of events are organizing within the framework of Enterprise-Europe Network, which will create opportunities for entrepreneurs to meet potential business partners and to learn all they need to know to expand their business in Europe.

Below are presented events that will be organized during March 2019.

### March

06/03/2019	<p><b>Brokerage event for Industry 4.0 @ Global Industrie in Lyon, France</b> Lyon (France)</p> <p>All private and public industrial players (companies, clusters, research laboratories, incubators...) can participate in this event. The entire added value chain (R&amp;D, design, production, maintenance, services...).</p> <p><a href="https://www.global-industrie.com/en">https://www.global-industrie.com/en</a></p>
29/03/2019	<p><b>B2B meetings at DATE 2019 in Florence</b> Florence (Italy)</p> <p>Main sectors of this event are: technology and systems, reconfigurable hardware and embedded systems, and embedded software...</p> <p><a href="https://www.tetramax.eu/">https://www.tetramax.eu/</a></p>

For getting more information on mentioned above events, please contact Enterprise Network Armenia.

**Note:** *If you are looking for a business partner abroad or a new market and wish to be included in the network database, please contact us for getting cooperation profile forms or any other relevant information.*

*Dear entrepreneur,*

*Register at*

*<http://een.ec.europa.eu/tools/services/ExpressionOfInterest/Customer/Create?shid=32db25cb-726f-43b0-8b5f-7742d0935799> and receive free email alerts containing newly published profiles and events.*

*All provided services and information are free of charge.*

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