

A Swedish entrepreneur is looking for a partner for developing a software service

Summary

Profile type	Company's country	POD reference
Business request	Sweden	BRSE20220505007
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Heli Blomberg	5/5/2022 5/5/2023	06/02/2022

General Information

Short summary

A Swedish entrepreneur is looking for technically skilled business partner who can develop an innovative software service.

Full description

An entrepreneur is looking for a business partner for a collaboration. This business partner could possibly be a one-man-company/entrepreneur or a small software development company with experience of creating software solutions and services and/or for example designing websites and applications.

The collaboration would proceed in the following phases:

1. Creating contact and getting to know each other (skills and competences, expectations for the collaboration)
2. NDA agreement to keep the business idea safe
3. Creating and testing the idea together, prototype development
4. Outcome, first steps to the market

The first step is to find a partner who is interested in discussing the idea and developing it forward together. The entrepreneur is calling for good communication skills, innovative thinking, and proven experience in technical development and programming. His main competence is to manage the project, develop the business and find marketing & sales opportunities while the partner sought should manage the technical development. "I strongly believe in my idea, and I hope to find someone who thinks the same".

Advantages and innovations

Stage of development

Under development

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 9: Industry, Innovation and Infrastructure**

Partner Sought

Expected role of the partner

One-man company or smaller tech development company.

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **Other**

Dissemination

Technology keywords

- **01004001 - Applications for Health**

Market keywords

- **02007004 - Program development tools/languages**
- **02007005 - Communications/networking**
- **02007024 - Programming services/systems engineering**
- **02007022 - Software services**
- **02007007 - Applications software**

Targeted countries

- **World**

Sector groups involved

A Hungarian agent is looking for manufacturers of innovative healthy food products, medical food under commercial agency agreement

Summary

Profile type	Company's country	POD reference
Business request	Hungary	BRHU20220504024
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	
Contact Person	Term of validity	Last update
Eszter Anna SZABÓ	4/5/2022 4/5/2023	05/05/2022

General Information

Short summary

The Hungarian agent would act as commercial agent of healthy food and medical food products on the Hungarian market. He has wide active connection channels to healthy wholesalers, chains of health-stores, webshops, pharmaceutical wholesalers, and chains of pharmacies. The desired company exists in the EU. The agent is looking for partners via commercial agreement.

Full description

The Hungarian agent is specialized in the distribution of food, healthy food, and food products for special medical purposes on the Hungarian market. He is looking for innovative items. The agent offers distribution and brokerage services for businesses, market development and representation for foreign healthy food manufacturers who wish to be present on the Hungarian market.

His background is foreign-trade economist, and active in the export import business, and product management. He possesses the experience of 18 years in the field of import products in the Hungarian market (it includes the complete process from the procurement, shipping to pricing, marketing/promotional activities) – so complete product management.

The agent possesses active connections with the biggest market-leader companies (wholesalers, chains) in the

healthy food, health business segment in the Hungarian market.

Partners from all over Europe are awaited. The agent offers to become a commercial agent.

Advantages and innovations

Stage of development

Sustainable Development goals

- **Goal 3: Good Health and Well-being**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

Type of partner sought: manufacturers of food, healthy food and food for special medical purposes that is looking for an agent who would represent their products on the Hungarian market.

Type of partnership

Commercial agreement

Type and size of the partner

- **Big company**
- **SME 11-49**
- **SME 50 - 249**
- **SME <=10**

Dissemination

Technology keywords

Market keywords

- **05007007 - Other medical/health related (not elsewhere classified)**
- **07003002 - Health food**
- **09003004 - Distributors, imports and wholesalers**

Targeted countries

Sector groups involved

French wholesaler looking for suppliers or manufacturers of products for gardens, balconies and terraces.

Summary

Profile type	Company's country	POD reference
Business request	France	BRFR20220428036
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement Outsourcing agreement	• World
Contact Person	Term of validity	Last update
<u>Dominique DEVE</u>	28/04/2022 28/04/2023	28/04/2022

General Information

Short summary

French wholesaler of products for the landscaping of gardens, balconies, terraces, seeks new suppliers or manufacturers located in Europe. The company has very specific needs : natural and PVC fences, artificial plants and lawn, baskets for tree roots, reusable bags for green waste, borders, and baskets for vegetable gardens. It is expected that the partnerships will take the form of manufacturing/outsourcing or supplier agreements.

Full description

Founded in 1967 and acquired in 1993 by the current CEO, the French company is a wholesaler of products for the landscaping of gardens, balconies and terraces. It offers a wide range of products made from natural materials such as heather, willow, bamboo, raffia, etc. as well as synthetic products. Among the 1,200 items in its catalog are : fences, hedges, blinds, ties, trellises, mini greenhouses, artificial lawn,... The company works mainly with DIY stores and garden centers, professional customers like tree nursery but also has a B2C e-commerce site.

Since the COVID crisis, the company has been facing supply problems, especially due to delivery times, transport costs and the bankruptcy of some suppliers.

The company is looking for new partners, mainly manufacturers located in or near Europe to reduce its dependence on the Chinese market and its carbon footprint. Once its supply stabilised, it will be able to meet the needs of its French customers and resume its export sales.

Today, the company is looking for:

1 - fences, privacy screens, windbreaks made of natural materials (willow, heather...) or made of metal, PVC (photo 1)

- 2 - baskets for vegetable gardens, in willow or other materials (photo 2)
 - 3 - easy-to-install borders, to be planted in the ground, in PVC, wood or other materials (photo 3)
 - 4- artificial plants (not flowers) such as bamboo, boxwood, cypress... and artificial lawn. The products must look as real as nature. (photo 4)
 - 5- basket for tree roots. These are biodegradable structures made of galvanized steel mesh used to contain the root ball of trees to be replanted. (photo 5)
 - 6- reusable bags for green waste (photo 6)
- The company wishes to avoid intermediaries and seeks the most direct sourcing. It's why it primarily looking for manufacturers, but it can also work with wholesalers if they offer competitive prices.
The French company wants to establish manufacturing/outsourcing or supplier agreements.

Advantages and innovations

More than 50 years of experience

The quantities for the first orders will be small (test phase, market assessment, etc.) then larger if the test is successful. Potential partners can expect a long term cooperation.

Stage of development

Sustainable Development goals

- **Goal 13: Climate Action**
- **Goal 12: Responsible Consumption and Production**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

The French company is interested in different types of partners :

- manufacturers able to produce specific products according to design and materials specifications
- suppliers, themselves manufacturers, offering finished products that the French company can sell under its own brand
- wholesalers, but only if the prices are competitive.

Ideally, the partners are manufacturers of one of the products sought or able to adapt their know-how and production tool to meet the needs of the French company. For example, the vegetable baskets could be produced by willow fence manufacturers, as well as the basket for tree roots could be made by steel mesh manufacturers...

The partners will preferably be located in the EU or in a country close to the EU but the French company is open to any proposal, especially for products made of exotic materials (bamboo, raffia,...).

The quantities for the first orders will be small (test phase) but the manufacturers must be able to produce large volumes. Depending on the type of partner, the French company will establish manufacturing/outsourcing or supplier agreements.

Type of partnership

Type and size of the partner

Supplier agreement

• **SME 50 - 249**

Outsourcing agreement

• **SME <=10**

• **SME 11-49**

Dissemination

Technology keywords

Market keywords

• **07004006 - Garden and horticultural products**

Targeted countries

Sector groups involved

• **World**

Media

Images



[Photos 1,2,3](#)

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[Photos 4,5,6](#)

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A Danish company seeks suppliers of wooden stairs.

Summary

Profile type	Company's country	POD reference
Business request	Denmark	BRDK20220428012
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	<ul style="list-style-type: none">• Romania• Poland• Lithuania• Ukraine• Latvia• Estonia
Contact Person	Term of validity	Last update
Kurt Bogild Kristensen	28/04/2022 28/04/2023	28/04/2022

General Information

Short summary

A Danish company seeks suppliers primarily of wooden "standard stairs", both for project construction (10 - 30 identical stairs), as well as for "individual" stairs.

Full description

The Danish company is today one of Denmark's largest suppliers of wooden stairs. They have been selling stairs in Denmark for more than 30 years.

They no longer have their own production, and are today exclusively a trading company, with annual sales of approx. 2,500 stairs.

There are 30 employees, and the Danish company works with manufacturers in Sweden, Finland, Poland, and the Czech Republic.

The Danish company needs suppliers primarily on "standard stairs" - in "the cheap end", both for project construction (10 - 30 identical stairs), as well as for "individual" stairs.

The desired delivery time is 3 - 4 weeks.

The stairs must be delivered to the warehouse in Denmark, and the stairs must be delivered unassembled and

Carefully packaged.

The main products are ¼-swing stairs / ½-swing stairs and straight stairs.

The stairs are made primarily of white-painted beams and with steps in pine, beech, or oak.

Please see the attached pdf-file with pictures of examples of stairs.

The Danish company needs suppliers that can deliver 2 - 300 stairs per year, and preferably with the potential to deliver 6 - 800 stairs per year.

Advantages and innovations

Stage of development

Already on the market

Sustainable Development goals

• **Not relevant**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

The suppliers must handle the full production process, procure the raw materials, and take care of the logistical tasks about sending the goods to Denmark.

Type of partnership

Supplier agreement

Type and size of the partner

• **Other**

Dissemination

Technology keywords

Market keywords

• **09007002 - Manufacture of construction materials, components and systems**

Targeted countries

- **Romania**
- **Poland**
- **Lithuania**
- **Ukraine**
- **Latvia**
- **Estonia**

Sector groups involved

Media

PDF documents



[Foto standardtrapper.pdf](#)

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French company offers distribution or commercial agency agreement to manufacturers of innovative and sustainable products eager to enter the French market

Summary

Profile type	Company's country	POD reference
Business request	France	BRFR20220427032
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Irina VOROKHOBINA	27/04/2022 27/04/2023	27/04/2022

General Information

Short summary

A French company specialized in the promotion and distribution of innovative and sustainable products seeks to expand its portfolio in different categories: home, kids, sports, garden. Other options will be checked as well.

The company would like to establish a commercial agency or a distribution agreement with European manufacturers interested to expand their activities in France.

Full description

The French well-established company has the know-how, commercial capabilities as well as a solid knowledge of regulations and business practices to generate value and substantial sales growth. They already represent leading EU manufacturers in France.

The French company has an established sales structure that allows them to promote and distribute the partners' products in the French market. They are fully dedicated to develop and manage direct as well as indirect sales channels for the suppliers. They operate and conduct business fully complying with international standards and business ethics.

In addition to the broad functional coverage, they work closely with innovative sectors that have two aspects in

common: being eco-friendly and sustainable products. The standards and international regulations must also be respected.

Depending on the needs, a commercial agency agreement or a distribution agreement may be considered. Indeed the agreement will be chosen according to the commercial development of the partner and its strategy in these markets.

Commercial agency agreement: the French company represents the brand in France and makes the connection between manufacturer and seller.

Distribution agreement: in this case, the French company buys the products and resells them, making B2B activities.

Advantages and innovations

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

The French company offers to become a commercial agency or a distributor for European manufacturers with innovative products interested in expanding their markets in France.

The French company works in full transparency and in regular consultation and close collaboration with all functional departments of the suppliers.

In both agreements, the partner sought has to manufacture innovative products related to such areas as: home, kids, sports, garden...

Type of partnership

Commercial agreement

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **Big company**
- **SME <=10**

Dissemination

Technology keywords

- **10003004 - Recycling, Recovery**

Targeted countries

- **World**

Market keywords

- **07004003 - Home furnishing and housewares**
- **07001003 - Toys and electronic games**
- **07004006 - Garden and horticultural products**
- **07004005 - Furnishing and Furniture**
- **07002005 - Other retailing**

Sector groups involved

- **Retail**

Polish company requests wine accessories supplies

Summary

Profile type	Company's country	POD reference
Business request	Poland	BRPL20220415006
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Wojciech J drzejewski	15/04/2022 15/04/2023	20/04/2022

General Information

Short summary

A Polish SME is looking for suppliers of wine accessories. The firm expands its assortments and would like to offer its customers wine openers, corks, wine pourers, casings and other products suitable for wine lovers. It wants to work with experienced, financially stable and reliable partners.

Full description

A company from northwestern Poland specialises in wine import and distribution. The firm targets wine lovers with refined tastes. It advises them and helps them select the best wine for their preferences. Focusing on the client's experience, they also like to provide additional details on the product, e.g. vineyard history, information on the winemaker, the region of origin and other interesting facts. Therefore, the company prefers to work with craft winemakers and get to know them closely. The firm specialises in Central and Eastern European wines from Poland, the Czech Republic, Slovakia, Moldova, Georgia and, most importantly, Hungary. It has extensive international experience working with producers from these countries.

The company would like to expand its offer and thus is looking for suppliers of wine accessories. It is particularly interested in products such as:

- wine openers;
- corks;
- wine pourers;
- cases.

The firm is also open to offers of other accessories suitable for wine enthusiasts.

Advantages and innovations

Stage of development

Already on the market

Sustainable Development goals

• **Not relevant**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

Type of partner sought: companies specialised in the production of wine accessories.

Role of partner sought: The partner should supply the requested products within the timeframe and in the amount agreed with the Polish company.

Type of partnership

Supplier agreement

Type and size of the partner

- **Big company**
- **SME 50 - 249**
- **SME 11-49**
- **SME <=10**

Dissemination

Technology keywords

Market keywords

- **07003001 - Wine and liquors**
- **07004008 - Other consumer products**
- **07001007 - Other leisure and recreational products and services**
- **07002005 - Other retailing**

Targeted countries

- **World**

Sector groups involved

Polish company requests supplies of bottles for wine

Summary

Profile type	Company's country	POD reference
Business request	Poland	BRPL20220415005
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Wojciech J drzejewski	15/04/2022 15/04/2023	20/04/2022

General Information

Short summary

A Polish SME is looking for suppliers of wine bottles. The firm sells i.a. wine from barrels and thus needs appropriate containers allowing customers to take the product home. It is interested in 1L and 2L glass and PET bottles suitable for alcoholic beverages and allowed to contact food products. The firm would prefer elegant and stylish, one-of-the-kind bottles.

Full description

A company from northwestern Poland specialises in wine import and distribution. The firm targets wine lovers with refined tastes. It advises them and helps them select the best wine for their preferences. Focusing on the client's experience, they also like to provide additional details on the product, e.g. vineyard history, information on the winemaker, the region of origin and other interesting facts. Therefore, the company prefers to work with craft winemakers and get to know them closely. The firm specialises in Central and Eastern European wines from Poland, the Czech Republic, Slovakia, Moldova, Georgia and, most importantly, Hungary. It has extensive international experience working with producers from these countries.

The company sells both wines in bottles and directly from barrels. The firm requests bottles to pour the wine into and allow customers to take the product home and then reuse the bottle. The company is interested in glass and PET bottles, suitable for contact with alcoholic beverages. It prefers stylish, uniquely-design 1L and 2L bottles. The firm requests cooperation within the framework of the supplier agreement.

Advantages and innovations

Stage of development

Already on the market

Sustainable Development goals

• **Not relevant**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

Type of partner sought: companies specialised in bottle production.

Role of partner sought: The partner should supply the wine bottles within the timeframe and in the amount agreed with the Polish company.

Type of partnership

Supplier agreement

Type and size of the partner

- **SME <=10**
- **Big company**
- **SME 11-49**
- **SME 50 - 249**

Dissemination

Technology keywords

• **08001003 - Food Packaging / Handling**

Market keywords

- **07003001 - Wine and liquors**
- **09004006 - Packing products and systems**

Targeted countries

• **World**

Sector groups involved

Romanian manufacturer of sustainable handmade natural cosmetics seeks suppliers for glass and aluminium cosmetic containers under supplier agreements

Summary

Profile type	Company's country	POD reference
Business request	Romania	BRRO20220607006
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Madalina-Alexandra Cotiu	7/6/2022 7/6/2023	06/07/2022

General Information

Short summary

A Romanian company specialises in manufacturing handmade cosmetics for women, men, and children. The company's product portfolio includes creams (face, hand, and body), body butters, serums, essential oils etc. All company's products are manufactured in glass, aluminium, and cardboard containers to minimize environmental impact and ensure high product durability. The company seeks suppliers for glass and aluminium containers under supplier agreements.

Full description

The Romanian company was established with the aim of offering natural, handmade cosmetics to clients interested in high quality products able to ensure optimum care, as well as acting as a remedy for various skin problems such as dried or atopic skin. All products are manufactured using the company's own recipes, created with the support of a chemist specialised in cosmetics.

The company's product portfolio includes the following products:

- creams: hand, face and body for hydrating, daily and night care;
- creams and soaps for different skin issues such as dried or atopic skin;
- soaps: natural handmade soaps with different flavours, including solid shampoo and solid balm;
- serums: for hydrating and daily care;

- body butters;
- cosmetic oils for hydrating and daily care;
- essential oils available as bottle and roll-on;
- ecological washing powder.

Products are manufactured using natural ingredients, based on the company's own recipes. No palm oil is used in the manufacturing process. This has been replaced with cocoa butter which increases the products' hydrating effect. Most products in the company's portfolio are vegan. Ingredients used in the manufacturing process include butters and oils (e.g. olive, coconut, cocoa, shea, sunflower, jojoba, castor, argan, caraway etc.), chamomile and marigold extracts. Scents are obtained using essential oils. No scent products are also available. Relevant technical documentation and approval is available for each of the company's products.

To ensure excellent product durability and viability, as well as minimize environmental impact, all company's products are packed in glass, aluminium, or cardboard containers. The company is interested in identifying new suppliers for the following products

- 30 ml glass containers for creams, with accessories (e.g. caps)
- aluminium boxes 100gr.-150 gr.
- aluminium cosmetic vials with spray and fluid sprayer, both in 100 ml.

Cooperation will be based on supplier agreements.

Advantages and innovations

Cooperation with the Romanian company will provide interested partners the opportunity of entering the Romanian cosmetics market which is currently following a positive trend.

Stage of development

Already on the market

IPR Status

No IPR applied

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

The Romanian company is looking for international producers of glass and aluminium containers for cosmetic use, interested in a long-term cooperation, which will be based on concluding manufacturing agreements. Potential partners should provide the Romanian company with product catalogues and relevant technical details.

Type of partnership

Type and size of the partner

Supplier agreement

- SME 11-49
- SME <=10
- SME 50 - 249
- Big company

Dissemination

Technology keywords

- 02005004 - Packaging for materials

Targeted countries

- World

Market keywords

- 07002001 - Drug stores
- 07004002 - Health and beauty aids
- 09004006 - Packing products and systems

Sector groups involved

Polish company seeks suppliers of medical devices under distribution services agreement

Summary

Profile type	Company's country	POD reference
Business request	Poland	BRPL20220531017
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement	• World
Contact Person	Term of validity	Last update
Małgorzata Rak	31/05/2022 31/05/2023	06/10/2022

General Information

Short summary

A Polish manufacturer of medical devices and natural cosmetics is willing to enlarge its portfolio and is looking for foreign suppliers of medical devices. Cooperation based on the distribution services agreement with exclusive rights to sell products on Polish market is considered.

Full description

The company began its activity in 2001 – it is a leading company on Polish market which manufactures and sells a wide range of medical devices from plastic and rubber as well as 100% organic essential oils and natural cosmetics based on them. The company's products are known in Eastern and Southern Europe. Apart from direct sale channel the company run an online shop. During over 20 years of continuous activity, the company has gained appreciation, acknowledgement and important position on Polish market of medical goods and natural cosmetics. Wishing to enlarge its portfolio the company is looking for reliable suppliers of medical devices for making the distribution services agreement with exclusive rights to sell products on Polish market.

The company is interested in medical devices such as:

- Electric breast pumps
- Irrigators for intimate hygiene
- Droppers, syringes, dispensers
- Inhalers

- Urological syringe adapters
- Non-invasive glucometers
- Professional cosmetics tools
- Smart devices
- Blood pressure devices
- Electronic thermometers
- Electrocardiographs
- Systems to treat diabetic neuropathy pain
- Anti-bedstore solutions
- Rehabilitation equipment
- Equipment for emergency medical Services
- All devices which helps people with chronic diseases
- All other medical devices unavailable on Polish market

The company would like to establish long-term cooperation with an experienced and reliable partner - manufacturer of medical devices. The company is looking for cooperation under distribution services agreement based on win-win relationship.

Advantages and innovations

The main advantages of the company are:

- Over 20 years of experience in production technology and trade
- Already established distribution network: direct sale channel, on-line shop
- Distribution agreements with the biggest medical warehouses in Poland

The company is a laureate of the following awards:

- „Consumer Laurel - Discovery of the Year 2009". This prize was awarded by consumers for innovative products which inspired consumers' confidence.
- „Cracow's Ducat 2014" in the category of the owner of the small company for the innovative method of manufacturing products.

Stage of development

Already on the market

IPR Status

Secret know-how

Sustainable Development goals

• Goal 3: Good Health and Well-being

Partner Sought

Expected role of the partner

The company is looking for manufacturer whose products meet expectations listed in the 'Technical Specification or Expertise Sought' field.

It should be able to produce high quality products at competitive prices, be reliable and interested in long-term cooperation.

Type of partnership

Commercial agreement

Type and size of the partner

• SME 50 - 249

• SME 11-49

Dissemination

Technology keywords

- **02002013 - Moulding, injection moulding, sintering**
- **02002010 - Machining (turning, drilling, moulding, planing, cutting)**
- **03004008 - Plastics and Rubber related to Chemical Technology**

Targeted countries

- **World**

Market keywords

- **08001001 - Plastic fabricators**
- **07004002 - Health and beauty aids**
- **05007007 - Other medical/health related (not elsewhere classified)**
- **08001023 - Other chemicals and materials (not elsewhere classified)**

Sector groups involved

Swedish SME searching for supplier of wood components

Summary

Profile type	Company's country	POD reference
Business request	Sweden	BRSE20220530020
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Danny Nelson	30/05/2022 30/05/2023	06/03/2022

General Information

Short summary

A young Swedish SME with self-developed hanger with smart fold function is searching for a supplier of components made from luxurious wood materials, preferably produced by re-use of waste wood due to company's circular business model. Preferred location of supplier within EU.

Full description

The size of the hanger will have standard dimensions, similar to available hangers on the market. Approximate dimensions of the hanger's arms will be set to 220 mm per each arm. Furthest out on the arm the height will be set to approximately 10 mm. The two arms will meet in what we call the center of rotation, and it will have a circular or oval form. It's in the center of rotation in the middle of the hanger where the function of the hanger is made possible. There will be one cover on each side of the center of rotation to cover the mechanism. The center of rotation's circular/oval form will have a radius of 50-60 mm. It would be optimal if the two pieces, the two arms, were symmetrical. This would simplify the production, and possibly lead to lower costs.

The function is a mechanism consisting of a spring and a locking function in the center of rotation. The mechanism requires some further components which will be placed in the center of rotation. The further details of the mechanism and components will be shared with manufacturers after signed confidentiality agreement.

The product will be exclusive and is supposed to mediate a feeling of Scandinavian crafts. The first edition (the pre-series) consists of a product designed for the home and is supposed to be flexible and be a nice interior detail. It is

very important that the hanger, including the function and the material used will be durable.

The production will at the first stage be a smaller batch. Some of these products will be used for marketing purposes rather than direct sales. The exact number of products from the first batch will depend on the price offers and our expected requirements. Our goal is to establish a long-term series production, and it would be optimal if the producer of the first smaller batch would have the resources and opportunities to continue doing more batches in the future.

The choice of tree material will be important for our product. For the first batch our plan is to keep the natural color of the tree material, with an option to paint the products with colors for later batches. We see the contours of the tree material as a positive detail to strengthen the exclusive image of our products. We prefer that every product is produced with the same type of tree, even though they won't look exactly alike because of the contours of the material. The price for each tree type will be relevant for the decision of the tree type, but we would prefer using an exclusive tree type that has been left over from other productions.

Advantages and innovations

Stage of development

Available for demonstration

IPR Status

No IPR applied

Sustainable Development goals

- **Goal 17: Partnerships to achieve the Goal**
- **Goal 12: Responsible Consumption and Production**

Partner Sought

Expected role of the partner

Supplier should be able to produce wooden components according to design provided by company

Type of partnership

Supplier agreement

Type and size of the partner

- **SME 50 - 249**
- **SME 11-49**
- **SME <=10**
- **Other**
- **Big company**

Dissemination

Technology keywords

- **07002005 - Wood Products**

Targeted countries

- **World**

Market keywords

- **09004008 - Other manufacturing (not elsewhere classified)**
- **07004001 - Clothing, shoes and accessories (including jewellery)**
- **08004002 - Chemical and solid material recycling**

Sector groups involved

Dutch company is looking for Circular maintenance management of air treatment units

Summary

Profile type	Company's country	POD reference
Business request	Netherlands	BRNL20220516022
Profile status	Type of partnership	Targeted countries
PUBLISHED	Commercial agreement Investment agreement	
Contact Person	Term of validity	Last update
Mohini Keunen	16/05/2022 16/05/2023	17/05/2022

General Information

Short summary

In the process of maintenance management, how to make air treatment units more circular.

Full description

Dutch company (as part of an international company), is looking for Circular maintenance management of air treatment units. At a bigger scope, ideas for Circular air treatment units are welcome too. Within the domain of maintenance of existing buildings and technical installations, the development of circular concepts still has to get started. With live extension building owners can postpone investments and save costs.

The Dutch company has a network in maintenance management, (inter-) national and has knowledge and experience in the field of energy reduction and transition, HVAC, refrigeration technology, measurement and control technology and electrical and mechanical technology, but lacks applicable solutions for circular filter systems and modifications to existing air treatment systems.

Up till now solutions are focused on energy reducing spare parts of air treatment units, such as more efficient ventilators, but there is a lack of designing components subject to wear and tear in such a way that they can be detached, revised and reused as refurbished components in other projects.

Welcome for:

- Cooperative development of one or more circular concepts in the area of (existing) air treatment systems in the process of maintenance management, such as bio-based or otherwise circular filter applications and/or creating detachable parts for (parts of) existing air treatment installations.
- Participate in a cooperation to bring these circular concepts to the market. The Dutch company can fulfill, but not necessarily, a role as integrator.
- Technology Readiness Level: -Open to all ideas, mature ones as well as greenfields. (TRL 1 - 9). -In the case of concepts that are already in a higher phase of maturity (TRL 7 – 9), the Dutch company can help bringing these concepts to the market right away.

Advantages and innovations

- The possibility to directly contribute to a more sustainable world.
- The opportunity to be front-runner in this field of circular technology.
- Access to a high-capacity network, on a national and international scale.
- Great opportunities to experiment and possibly directly apply.
- The possibility to execute a pilot project together with the Dutch company, one of their clients and other relevant partners.
- applicable solutions for circular filter systems and modifications to existing air treatment systems.

When existing installations are being designed in a modular, detachable way, it will be possible to lengthen the lifecycle of these installations in the maintenance process and decrease the pressure on the demand for raw materials and therefore their ecological footprint when the installations get to the point of (partial) replacement.

Stage of development

Under development

IPR Status

No IPR applied

Sustainable Development goals

• Goal 12: Responsible Consumption and Production

Partner Sought

Expected role of the partner

Cooperative development of circular concepts.
Participation in cooperation
Bringing concepts to the market

Partner can bring expertise, concepts, open to all Technology Readiness Level. Depending on the level, cooperation is possible.

Type of partnership

Type and size of the partner

Commercial agreement

Investment agreement

• **Other**

• **R&D Institution**

• **SME <=10**

• **SME 50 - 249**

• **SME 11-49**

Dissemination

Technology keywords

- **01004010 - Quality Management System**
- **01004011 - Maintenance Management System**

Targeted countries

Market keywords

- **08004001 - Air filters and air purification and monitoring equipment**

Sector groups involved

German startup is looking for a manufacturer of food plastics under an outsourcing agreement

Summary

Profile type	Company's country	POD reference
Business request	Germany	BRDE20220512018
Profile status	Type of partnership	Targeted countries
PUBLISHED	Outsourcing agreement	
Contact Person	Term of validity	Last update
Tanja GÖB-ZEIZINGER	12/5/2022 12/5/2023	06/01/2022

General Information

Short summary

A German company developed a sustainable packaging concept to replace single-use plastics in the food industry. For the deposit system they are looking for a development and production partner of sustainable plastic containers for food. The technical development and production of the reusable and sustainable containers can be carried out under an outsourcing agreement.

Full description

The German company is an innovative startup that developed a deposit system of reusable packaging scalable to all food segments and retail channels.

The company's goal is to avoid single-use packaging waste through a concept similar to the deposit system for bottles in Germany. However, this reusable system is developed for all packaged food in retail. The empty packaging is returned by the consumers in existing deposit machines and then cleaned and disinfected for the next life cycle.

The reusable containers were developed based on existing logistics and industry standards to enable scaling. It has been optimized for different product categories, thanks to different modular shapes, formats and materials, in order to reduce volume and weight during transport. It is a white-label solution, so it can be shared by many food manufacturers. It also has a digital component in the form of a QR code, which enables easy tracking via a cloud-based system.

For the development and production of containers made of plastic, the German company is looking for a manufacturer of sustainable food plastics. The sought partner should be experienced in terms of sustainability and circular economy. He should support the vision of sustainability and the overall goal of the German company to replace single-use plastic packages in food trade.

The perfect partner would be a an already established, experienced producer with own in-house development for the technical development.

An outsourcing agreement is envisaged – technical development and production of the reusable containers.

Advantages and innovations

Stage of development

Sustainable Development goals

- **Goal 13: Climate Action**
- **Goal 12: Responsible Consumption and Production**
- **Goal 11: Sustainable Cities and Communities**
- **Goal 9: Industry, Innovation and Infrastructure**

IPR Status

IPR granted

Partner Sought

Expected role of the partner

The sought partner is an established company with expertise in the production of sustainable plastics suitable for food. The company should have the development and production in-house. The task is the joint development of the reusable containers for the recycling system and their production.

Type of partnership

Outsourcing agreement

Type and size of the partner

- **SME 11-49**
- **SME 50 - 249**
- **SME <=10**
- **Other**

Dissemination

Technology keywords

Targeted countries

Market keywords

- **07002005 - Other retailing**
- **08001001 - Plastic fabricators**
- **07004008 - Other consumer products**

Sector groups involved

- **Materials**

Swedish company searching for manufacturer of corrugated cardboard boxes for product shipping

Summary

Profile type	Company's country	POD reference
Business request	Sweden	BRSE20220524006
Profile status	Type of partnership	Targeted countries
PUBLISHED	Supplier agreement	• World
Contact Person	Term of validity	Last update
Danny Nelson	24/05/2022 24/05/2023	24/05/2022

General Information

Short summary

Private individuals and businesses have been able to purchase affordable molding, coving, and cornice products from our web shop since 2002. We stock a wide range of lightweight moldings, cornice and coving which allow you to install our products yourself, thus saving on costly decorating bills. Our products suit older flats and houses, hotels, and manor houses, but are also well-suited to modern homes. We offer a wide selection of styles from different centuries.

Full description

Cardboard boxes will be used for shipping styrofoam, polyurethane, and wooden products.
Required dimensions for larger boxes (prioritized sizes):

2010 205 205
2010 300 200
2450 90 90
2410 205 205
2410 300 200

Required dimensions for smaller boxes:

595x595x70
490x490x70

370x370x70
560x560x63
665x665x80

Estimated annual order volume: 13.000-15.000 boxes

Advantages and innovations

Stage of development

Already on the market

Sustainable Development goals

• **Goal 17: Partnerships to achieve the Goal**

IPR Status

No IPR applied

Partner Sought

Expected role of the partner

Manufacturer able to provide requested products in terms of required dimensions and volumes with short delivery times.

Type of partnership

Supplier agreement

Type and size of the partner

- **SME 11-49**
- **Other**
- **SME 50 - 249**
- **Big company**
- **SME <=10**

Dissemination

Technology keywords

• **002006001 - Building Materials, Components and Methods**

Market keywords

- **07002005 - Other retailing**
- **07004008 - Other consumer products**
- **07004005 - Furnishing and Furniture**
- **07004003 - Home furnishing and housewares**

Targeted countries

- **World**

Sector groups involved