



## « IKT: Von Europa nach nach Rheinland-Pfalz – von Rheinland-Pfalz nach Europa »

### Kooperations- und Technologiegesuche und –angebote Dezember 2018

Im Auftrag der Europäischen Kommission unterstützt unser Netzwerk „Enterprise Europe Network“ kleine und mittlere Unternehmen, Hochschulen und Forschungseinrichtungen kostenfrei bei der grenzüberschreitenden Verbreitung von und der Suche nach innovativen Technologien.

Die auf den **Seiten 3-11** zusammengestellte Auswahl aus unserer **Kooperationsbörse** aus dem EU-Ausland stellt nur einen kleinen Ausschnitt aus unserer Kooperationsdatenbank dar und enthält Geschäftspartnerwünsche wie etwa die Suche nach Lieferanten, Produzenten, Franchisegebern u.a. **Ab Seite 12** finden Sie wie gewohnt eine kleine Auswahl an Einträgen in der **Technologiebörse**.

Der Newsletter enthält Einträge zu folgenden Schwerpunkten:

Informationsverarbeitung, Informationssysteme, Workflow Management
IT und Telematik-Anwendungen
Multimedia
Telekommunikation, Networking

Bei Interesse an einem oder mehreren Profilen senden wir Ihnen anhand der Referenznummer des jeweiligen Profils gerne eine ausführlichere Beschreibung und stellen auf Wunsch den Kontakt zum Anbieter her.

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## Kooperationsgesuche international (Auswahl!)

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## Kooperationsgesuch

**Country:** Poland

**Reference:** BOPL20180913002

**Summary:** The Polish IT company, with expertise in bespoke software solutions, would like to establish international business cooperation with companies from EU, Canada and USA. The company has a diverse portfolio of clients, spanning numerous industries in the private and public sectors. The preferred type of cooperation is either services, outsourcing or subcontracting agreement.

**Details:** This SME from South Poland provides software development services to public and private sector. The company specialises in developing complex software solutions, taking them from the idea and design to the implementation and maintenance. The company has clients from various industries, including public administration, telecommunications and transport. They help their clients choose and build the right solutions for their business.

The company has developed their own proprietary solution - a helpdesk application which is now used in Poland, Czech Republic and Slovakia. This is a modern, user-friendly software - simple menu and large configuration options, allow to customize the application for every industry and company size. The software is ready to be implemented at any time in both small companies and large enterprises. In the case of specific customer requirements the company is open to individual program customization, based on a separate agreement. The company has also created and developed work time management, software for big amusement park in Poland. The company will offer under outsourcing agreement to perform the various services from the above mentioned scope of its activities to the external partners in need of specialized IT solutions. The company is offering services agreements to foreign partners looking for tailor-made software and on-line products. The company is also interested in finding partners from EU, Canada and USA for service agreement or subcontracting.

## Kooperationsgesuch

**Country:** Romania

**Reference:** BORO20181001001

**Summary:** Romanian digital agency that provides dynamic strategies for digital services is looking for partners to conclude outsourcing and subcontracting agreements.

**Details:** The Romanian agency is specialized in digital services working especially in the development and management of social media accounts, websites creation and maintenance, and complex online marketing projects. Briefly, the online offer comprises:

- Online content creation: creating and managing Facebook and Instagram profiles; creating and managing social media campaigns; identifying suitable social media channels for targeted campaigns; search engine optimization; developing customized content to ensure easy sharing on social networks; creating and updating content on websites/blogs; email marketing;
- Web development and Web design: code implementation and documenting, user interface and web design; Front-End and Back-End activities, Content Management System (CMS) – mostly WordPress, but also customized on the clients' needs; presentation websites and e-commerce platforms;
- Brand design: brand/business strategy, positioning, corporate identity (logo design, corporate image, etc.), naming (brand and products names) and graphic design (digital business cards, brochures and/or catalogs, etc.).

The Romanian company has also experience in offline marketing: promotional materials (stationery, portfolios, envelopes, letters, business cards, flyers, posters, brochures, catalogues, documents, etc.), events (fairs and exhibitions, showrooms, festivals and concerts, ceremonies, etc.) and products packaging design.

The Romanian company provides professional digital services to a wide variety of clients, ranging from start-ups and/or well-known businesses, mostly from the creative industry (fashion, movies, etc) to non-governmental organizations.

With work experience on the national Romanian market, the Romanian company is interested in concluding subcontracting and outsourcing agreements with European and non-European partners searching the offered digital services. The company would like to enter new international markets, to increase its business potential and to extend its network of clients.

## Kooperationsgesuch

**Country:** Croatia

**Reference:** BOHR20170209001

**Summary:** The Croatian SME has an innovative approach in custom software solution development, related to ability of legacy migrating from outdated software technology and Excel documents to web database app. It is a very useful feature for numerous sectors such as quality assurance, manufacturing, finance, laboratories, R&D.  
The SME is interested in subcontracting with business consultant companies engaged in ERP (enterprise resource planning) implementation tasks in the manufacturing area.

**Details:** This Croatian company was founded in May 1993, bringing together experts in the field of design of information systems and programming, production and business processes. The main activity of the company remained unchanged until today: development, implementation and maintenance of flexible, high-quality and customer-oriented ERP (enterprise resource planning) solutions for manufacturing and service industries companies.

Company's solution is an information system built on the 23-year experience of developing and implementing business systems and software support to laboratory and control measurements to be easily and quickly adapted to business processes within the company. The solution also adapts to organisational structure and existing documents enabling graphics creation process, which is determined by procedures within companies.

Custom (tailor made) software is developed exactly to fit real users requirements. Furthermore, user's Excel documents often store vast of user knowledge and know-how, so this software platform provides an entirely new approach in rapid custom software development resulting with robust web app that exactly fits real requirements.

This is a modern active system that can monitor the trace ability of business processes from inquiry, customer orders, receiving the sample, creating a work order, entry measurements, print sheet of measuring, generate supporting documents to the creation of invoices. All measurements can be easily accessed through reviews that users can independently adjust. Company's solution has integrated Document and Task Manager, making it possible to centrally manage all documents (scans, electronic documents, photos, videos). Task Manager provides automatic or manual creation of tasks to employees in accordance with the graphic predefined business process.

Company is interested in cooperation/subcontracting with business consultant companies engaged in ERP implementation tasks in manufacturing area (ERP implementation tasks comprises of business process analysis, objectives setting, implementation scheduler, process mapping in accordance to ERP solution, data collecting and converting, integrating, software installation and basic customisation, end-user training and testing in the production

environment). Developing and implementing integrated software solution for manufacturing companies is usually very demanding task which largely depends on functionality, quality and adaptability of software modules as well as expertise in all areas of an ERP implementation. The main goal is to achieve a required transformation to improve company's organisation and information system.

## Kooperationsgesuch

**Country:** Romania

**Reference:** BORO20180917001

**Summary:** A Romanian company offers an online digital market practice game-application for distribution by interested partners. The game is meant for supporting the development of online businesses through web marketing learning. Potential partners are companies offering e-learning services. Distribution agreements will be concluded with companies interested in this cooperation opportunity.

**Details:** A Romanian company developed an e-learning solution aimed at supporting online businesses through web marketing learning. The solution proposed consists of a simulation game for digital practice. The application is structured as a bidirectional web marketing learning system, with 2 account types: one for students and one for professors. By using the simulation game, learners will experience how to initiate and track an online marketing campaign in a high-fidelity environment. The game is recommended to be played as part of a team. The user interface is similar to that of systems which are used by online marketing professionals and planners. The game aims to improve knowledge and understanding in these areas:

- How online advertising can provide a fast and measurable method for validation of sales propositions
- Awareness towards the main methods of performing e-Marketing operations including: Search Engine Marketing, Website Management, E-mail newsletters
- Knowledge in planning, managing and measuring outreach campaigns
- How to measure and improve online channel sales through iterative operations

At the same time, apart from standard simulations, the company is also able to offer customised solutions. The e-learning solution is available in English.

The Romanian company is interested in expanding its current client portfolio by identifying new international partners. In this regard, the company offers its simulation game for distribution by firms active in the e-learning solutions domain which are interested in expanding the range of services offered.

Cooperation with the potential partners will be based on distribution services agreements.

## Kooperationsgesuch

**Country:** Serbia

**Reference:** BORS20181011001

**Summary:** A Serbian IT company developed ready to use complex detection and tracking solution for development of advanced augmented reality (AR) software for industrial use cases. Its solution provides from 15% to 50% time savings and quality improvements via AR assisted maintenance instructions and training, factory operations such as assembly instructions and quality control, remote assistance and 3D visualization. It seeks partners through commercial agreement, services and/or joint venture agreement.

**Details:** A Serbian company was founded in 2015 and since then has been active in global markets, e.g.

USA, Japan, Israel, Switzerland, and Serbia.

Their innovative augmented reality solutions for industrial use cases provide measurable benefits:

1. Maintenance and training (maintenance instructions and assembly instructions tasks can be significantly accelerated with the deployment of augmented reality solutions for smart glasses. Operators can see structured 3d information in front of their eyes, while their hands are free. Instructions are attached to the associated position on the physical object of interest and are presented to the operator as a sequence of operational tasks. Once the sequence is completed, the operator can automatically submit a report and proceed with another operation.); 2. Remote assistance (AR remote assistance resembles "3D Skype". AR remote assistance enables different modes of direct communication – on-site, anytime and anywhere – between an operator on one side and expert on the other. With augmented reality technology, the expert can understand the problem rapidly by looking "through the eyes" of the operator and can guide the operator to solve the problem step by step. This can involve sending drawings, documents or videos to the operator. Most importantly expert can add 3d markings to the environment of the operator, and essentially lead the operator through the process.); 3. Factory operations technology (AR has assisted operations to provide a significant ROI in an assembly of complex devices that are performed by workers. In assembly or wiring operations, operators commonly use instructions in form of tables and 2d drawings. This involves first looking for an information and then mapping 2d information to a 3d physical object. This part of the process can be completely avoided with the deployment of this company AR industrial solutions. Workers are provided by 3d info on the physical object itself, step by step, which leads to a significant reduction of time needed to perform an operation. Additional benefit besides the time reduction is the reduction of errors. The company customers have reported up to 50%-time savings in assembly operations with our AR solutions.); and 4. Quality control (AR assisted quality control will become a standard in software for performing various quality control tasks. AR provides help in use-cases where workers need to visually inspect products. Employees can concentrate on a specific subtask and perform a complete scenario step-by-step without a need to refer to paper-based instructions. Also, QC operators can engage in any substandard parts or locations, automatically generate and submit reports, and even request a repair by directly sending reports to responsible workers.). Expected types of cooperation are: service agreement, joint venture agreement, and commercial agreement.

Under service agreement the company offers custom AR – VR product development for various industrial processes where AR and VR can increase worker efficiency, cut costs and increase quality. Most notable use-cases include industrial maintenance and training, quality control, factory operations (assembly and wiring) and remote expert assistance. The company also provides initial process screening and consulting to its customers and identify bottlenecks where AR and VR could be successfully utilized.

The company also looks for partners through commercial agency agreement for various geographical regions, that would help in identify new industrial customers that could benefit from deployment of AR / VR solutions in their processes.

The company is interested in forming joint-venture agreements with goal of developing new products at the intersection of AR, VR, machine learning, location-based technologies, IoT and Industry 4.0. The company offers technical expertise in AR, VR, deep learning, and also business development expertise in these areas.

## Kooperationsgesuch

**Country:** United Kingdom

**Reference:** BOUK20180905003

**Summary:** The UK company uses machine learning and Artificial Intelligence to help companies move towards a fair, engaged, and productive workforce of the future. Their flagship product is a cloud based Software as a Service for pay transparency, gender and ethnicity pay gap analysis. The company is seeking agents worldwide who can sell their products to companies in their markets either through a commercial, license model or service agreement. They are also open to agents who could offer tech support.

**Details:** The company's software uses machine learning and big data analysis to provide instant insights into pay and wage equity, including inbuilt consultancy into the causes of disparity as well as

data-driven recommendations for change.

The product is Software as a Service (SaaS) and can be used by any organisation who is either required to by law or wants to measure their gender pay gap.

The company has been on the market for over two years, supporting companies in their pay transparency and gender pay gap analysis including several large international organisations.

As many organisations modernise and incorporate data and technology into their practices, there are many new opportunities when it comes to using people data to make companies better. Data can help understand who the workforce are, how they work, and what work means to them. In turn, this drives increased retention rates, higher productivity, and improved transparency.

The team brings together expertise in pay and rewards, artificial intelligence, equality and diversity and embeds this into the technology.

The company is seeking collaboration through a license model, through services agreement or through commercial agents who can offer the associated tech support to their customers. The goal of these three models is to make the software accessible to varying types of organisation.

## Kooperationsgesuch

**Country:** Slovakia

**Reference:** BOSK20180917001

**Summary:** A Slovak company is solving complex problems of their clients who are experiencing the low quality of their customer support, service, product and marketing. The company is offering a customer experience management platform used to measure customer satisfaction (CSAT), customer effort score (CES) and net promoter score (NPS). The company is looking for reseller partner under a commercial agency agreement, who can help to establish and grow the brand presence on the local market.

**Details:** The Slovak company was established in the summer of 2012 as a spin-off of a European hosting company. Its mission is to help companies provide outstanding customer service. It is generally known, that a great customer care has a direct positive effect on business performance improvement. Whether it's a start-up, e-commerce or international corporation; this Slovak company has already helped hundreds of companies of all sizes since their start. The Slovak company is offering a customer experience management platform used to measure customer satisfaction, customer effort score and net promoter score. The text below describes these solutions more precisely in way how are they designed and offered by the Slovak company:

Customer Satisfaction (CSAT) - measuring how satisfied are your customers.

Measuring customer satisfaction means having a better idea of what works to keep customers satisfied and, on the other hand, what leaves them unsatisfied. This way the company knows what to keep up and what need to be fixed and improved.

The company will also be able to gauge the performance of not just support in general, but specific support performance of teams and individuals as well. Customers will receive a survey asking if they were happy or satisfied with the service they received, which they can respond positively or negatively to. The customer chooses their response on a scale from bad (or not satisfied) to good (or satisfied). To calculate the CSAT score, there is a need to subtract the % of customers who were unhappy from 100%.

The subject using this solution can send out an email with a survey after a ticket is closed, or it can measure CSAT in every email interaction with customers in the form of "instant ratings".

Survey itself can have many different looks. CSAT surveys offered by the Slovak company usually look like 3 smileys portraying different emotions, 2 hand with fingers facing upward or downwards or a scale of 10 stars.

Net Promoter Score (NPS) – measuring how loyal are the customers.

NPS brings a simple solution to finding out who trusts in the brand and why. This knowledge is useful to enhance the customer service, but it can also be used by a marketing department to gauge customers feeling toward your product. The NPS survey asks customers “How likely are you to recommend company XYZ to a friend or colleague?” and they respond on a scale from 1 (very unlikely) to 10 (very likely).

NPS is calculated by subtracting the % of detractors from the % of promoters. NPS scores range from -100 (very bad) to +100 (very good).

NPS survey will always look the same - a scale from 0 to 10.

The question itself can vary slightly. One such example could be a question “On a scale from 1-10, how likely are you to recommend this organization as a good place to work?”—this is also known as employee net promoter score.

Customer effort score (CES) – measuring how easy is it to do business with your company.

The idea of CES is that customers enjoy doing business with companies, that are easy to work with.

CES measures the amount of effort customers had to exert when dealing with some specific company.

CES is measured by surveying customers after the resolution of their conversation (usually 24 hours after a ticket is closed).

Customers are asked to rate the statement: “The company XYZ made it easy for me to handle my issue.” on a 1 (low) – 7 (high) scale indicating whether they agree or disagree with the statement.

CES will then be the averages of these ratings.

Original CES used a scale of 5 different answers, while the updated CES 2.0 uses a scale of 7.

The Slovak company is looking for foreign partners to help them to resell the offered customer experience platform. Ideally, the reseller should be established on local market and should have experiences with IT software sales. The cooperation should be established via commercial agency agreement.

## Kooperationsgesuch

**Country:** Poland

**Reference:** BOPL20180215002

### Summary:

SME from North East Poland specializing in creation of games, mobile games and in augmented reality (AR) or virtual reality (VR) offers its services. The company is looking for subcontracting, outsourcing or services agreements with potential partners.

### Details:

Independent game development studio located in North East Poland specializes in the mobile games on the Unity 3D engine (certified Unity developers), on iOS and Android. The studio uses AR, VR, geolocation and spatial data. The company is also a producer of high quality 2D and 3D graphic assets.

One of the key products of the studio is a game where player is able to meet hundreds of real mythical creatures from different mythologies and be the leader of the team of the mythical creatures. The creatures could be placed in real locations, so they can be seen in augmented reality. Thanks to the use of spatial data and geolocation, the user can meet the creatures wherever they occur according to local myths. Users can fight with them and add them to the

team. Users can also fight with each other or exchange them among other players and build or attack the fortress on the game map.

As a first company in Europe, studio uses real mythologies to make collectible geolocation game where cultural content of the game could be used for promotion tourism and the cultural heritage and education purposes.

Studio has expertise that it is keen to share with international partners through: services agreement (consulting, identification of needs and solutions created to specific needs), outsourcing agreement (graphics and software specialists who can work remotely or onsite) and cooperation as a subcontractor to projects.

## Kooperationsgesuch

**Country:** Malta

**Reference:** BOMT20180808001

**Summary:** This Maltese software house offers bespoke development services by its inhouse expert team. Through their offering the company helps partners to increase sales, increase productivity and efficiency, improve control of their business, enhance peace of mind, improve decision making, increase competitiveness, reduce costs and simplify business processes. The cooperation is being sought either through a services agreement. The company will also consider outsourcing arrangements.

**Details:** The company, with more than 14 years of experience, is offering its services to companies that are looking for custom software development services. The company is also looking for business partners to share projects, manpower or to develop new projects on client's demand. The company's team is capable to develop custom web applications with high level of complexity, which makes their clients' everyday working activities much easier and simpler whilst also increasing sales, competitiveness and reducing costs. The company's staff has experience in developing projects, developing data models in align with business requirements, business processes analysis, consulting clients regarding business process optimisation; business process redefining and optimisation; automation of existing processes for various business domains; application development and document management system implementation. Following its nomination as 'Ones to Watch' in the European Business Awards, Europe's largest cross-sector business competition, the company was selected as 'National Winners' in The Digital Technology Award category. The company is also ISO 9001:2015 certified, demonstrating its ability to consistently provide services that meet customer and regulatory requirements and ensuring that customers will consistently receive service of the highest quality. Additionally, it offers a 100% money back guarantee demonstrating to clients that they are confident of their level of service and quality and ensuring that clients will be satisfied with the final solution.

## Kooperationsgesuch

**Country:** Bosnia and Herzegovina

**Reference:** BOBA20181002001

**Summary:** The company from Bosnia and Herzegovina, founded in 2016. seeks partners under outsourcing, services or subcontracting agreement.

The company field of expertise is business solutions for SME that are on the way of automating business processes, digitising and upgrading existing software solutions and moving your businesses to completely paperless day-to-day business

**Details:** The company is located in Bosnia and Herzegovina, Banja Luka. The company offers custom software development services according to client's needs.

Within the IT services offered, the company covers:

1. Technology Consulting,
2. Software Prototyping,
3. Web & Mobile Software Development,
4. Enterprise Software Development,
5. Complete Design & UX Services,
6. Software QA & Testing,
7. Maintenance and Support and
8. Application Security.

The companies team is experienced in multiple programming languages, frameworks, tools, practices, and patterns.

Web development frameworks and tools: Net Framework, Net Core, ASP.Net (MVC, API), jQuery, AngularJS, KnockoutJS, CSS, Sass, Less

Mobile development frameworks: Apache Cordova, KnockoutJS, jQuery

Middleware and persistence frameworks and tools: Net Framework, Entity Framework, NHibernate, WCF, NLog, StructureMap, NUnit, ASP Web API, LINQ

Persistence: MS SQL Server, MongoDB, RabbitMQ, Memcached, SharePoint, SQLite, PostgreSQL  
Programming languages: C#, JavaScript, SQL, C++, Go, PHP, Java

Architecture, patterns and other aspects: SOA, DDD, Eventual Consistency, Microservices, Event-based architecture, MVVM, CQRS, Task-Based UI, MVC, Web Services, SOAP, REST, XML, JSON, Security, Backup, Availability, Scalability, Extensibility, Performance, Maintainability, NoSQL, Virtualization, Relational database management system (RDBMS).

The company is looking for the partners under outsourcing, services or subcontracting agreement, that is planning or already undertaking a digital, innovative or entrepreneurial project and is looking for a strong IT support. The company have experience in international cooperation, so far.

## Kooperationsgesuch

**Country:** Spain

**Reference:** BRES20181130001

**Summary:** A Spanish ICT company has developed a software technology to manage the lifecycle of IoT (Internet Of Things) devices.  
This solution is based on an operating system and a management dashboard that control remotely IoT (Internet Of Things) devices. It operates with gateway hardware with specific features and the company is looking for partners capable of producing it under manufacturing

agreement.

**Details:** Spanish SME specialised in tourism software develops customised hotel and hotel chains websites with booking engine included.

A Spanish ICT company has developed a software technology that manages the lifecycle of IoT devices, enabling companies to reduce time to market project and deployment costs. Additionally it increases the scalability of companies' IoT solutions while boosting their level of security.

The core element of this technology is a secure Linux-based operating system, optimized for IoT (Internet Of Things). This OS (Operating System) constitutes the basis to build a secure environment around the device.

In order to complete its technology, the Spanish company is looking for a manufacturer of a gateway hardware with different technical features that will be integrated within its solution.

The kind of partnership sought is manufacturing agreement.

## Technologie & Know-how international

### Technologie ANGEBOTE

Titel	Referenznummer	Seite
Greek research institute is looking for commercial and industrial entities interested in sourcing blockchain R&D services	TOGR20180907001	13
Artificial Intelligence enabled stock management solution	TOLT20181111001	13
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Dutch software developer is looking for partners interested in joint development of a digital standard for transferring data from cash registers to accountancy software	TRNL20181010001	17
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### Technologie GESUCHE

Titel	Referenznummer	Seite
UK start-up seeks software developer with UI and UX (User Interface and User Experience Design) AI and ML (Artificial Intelligence and Machine Learning) to develop a professional social media and communication, cost centre management platform	TRUK20181106001	19
A multi-user programming platform for GPS system coding	TRLT20180518001	20
Applications for connecting with the internet of things.	TRNL20180308001	20

## Angebot

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### **Greek research institute is looking for commercial and industrial entities interested in sourcing blockchain R&D services**

**Ref: TOGR20180907001**

A Greek institute has expertise in developing blockchain solutions acquired from research work conducted over several research and commercial projects. The institute is within a successful Greek research center, renowned in European level, with more than 250 researchers.

A blockchain is a continuously growing list of records, called blocks, which are linked and secured using cryptography. By design, a blockchain is resistant to modification of the data. It is an open, distributed ledger that can record transactions between parties efficiently and in a verifiable and permanent way. The Greek research institute is working on Distributed Ledger Technologies (DLT) such as blockchains.

The Greek institute has gained extensive experience via the participation in several H2020 research projects but also with private contracts with SMEs and the industry. There is substantial competence in several applications areas. Mentioning briefly some of them. Blockchain in Health, in IoT, in Energy sector, for supply chains, circular economy, mobile wallets implementation, ERC20 (a technical standard used for smart contracts on the blockchain for implementing tokens) token creation, ICO (Initial Coin Offering) processes and implementation of advanced blockchain solutions in embedded devices.

Taking the research findings a step further, the Greek institute has developed a Blockchain-as-a-Service platform (BaaS). This platform is based on the Ethereum framework (a decentralized platform for applications that run exactly as programmed without any chance of fraud, censorship or third-party interference) and is focused currently on private and consortium chains, via the use of smart contracts. In this way it leverages digital identity, permission & consent handling, automated settlements in view of enhancing personal data security as well as automating processes. The platform can be adapted to use the Hyperledger Sawtooth framework if this is required.

The platform is developed via a core dedicated team of 5 research associates with expertise in parallel/distributed systems and decentralized architectures, cryptography and blockchain smart contract development. Under the supervision and direction of two scientific advisors, the team is aided by several other research associates active in the mentioned H2020 research projects, to which they contribute in the architectural and development phases.

The institute is looking for private entities, SMEs or industrial entities. The types of collaboration could be the technical or research cooperation agreements. In both cases, the institute will provide research or development services in developing tailored blockchain solutions.

#### **Type and Role of Partner Sought:**

The Greek institute is interested in private entities, SMEs or industrial entities. The types of collaboration interested are the technical or research cooperation agreements. In both cases, the institute will provide research or development services in developing, but not limited to, tailored blockchain solutions. It can support a variety of projects ranging from strictly blockchain based applications to extended projects where blockchain stands at their core offering. The institute has over 250 researchers that can cover virtually any requirement including expertise in machine learning, A.I. technologies, big data handling and visualisation etc.

## Angebot

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### **Artificial Intelligence enabled stock management solution**

**Ref: TOLT20181111001**

Lithuanian IT company specializing in process management system development has created an artificial intelligence enabled stock management solution. The proposed solution can be fully integrated in any automated process system helping to increase process speed accuracy, while reducing labour costs. Company is seeking for a partnership based under the commercial agreement with technical support for their technology.

Lithuanian software development company with extensive experience working in transport, logistics and manufacturing industries have been developing technology solutions since 2004. Following latest technological advancements company offers their customers fully customized process management solutions that enables close monitoring of their processes and helps to achieve better efficiency.

Company has been working with artificial intelligence (AI) integration to the process management solutions and now are ready to offer fully tested system for their clients. Currently developed solution is dedicated for effective stock management. Technology allows close monitoring of each part of stock movement providing accurate data, that can be analyzed for further analysis aiming to achieve greater efficiency. Technological solution is able to connect all parts of the process from the stock intake to complete product shipment, plan activities and produce accurate business data.

Currently software development company is looking for a partner, who would be interested working under the commercial agreement with technical assistance to introduce their technology to the market.

#### **Type and Role of Partner Sought:**

Basing partnership under the commercial agreement with technical assistance, company is aiming to find a partner, who is interested in making continuous efficiency to their good movement process. Partner would receive a full technical assistance through the system design and implementation stages.

## **Angebot**

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### **Cooperation for developing cybersecurity and financial products**

**Ref: TOES20181203001**

Spanish company, experienced in bespoke development with big data, cloud-native architectures (containers, microservices, etc), internet of things and artificial intelligence technologies, seeks partners interested in co-creation of new products for vertical markets, especially in cyber security and financial sector under joint venture or research cooperation agreement.

Spanish information technology (IT) consultancy, specialized in bespoke software development and systems integration, develops projects for the following sectors: finance, insurance, telecommunications, energy, manufacturing and public authorities. Since the company creation, their concern is to deliver the best product in terms of software quality and time.

Among others technologies, it is in:

- Big data: hadoop, spark, elasticsearch, logstash y kibana (ELK).
- Cloud-native architectures: microservices, containers.
- Artificial intelligence: machine learning, deep learning.
- Deployment automation: ansible, vagrant, docker.

The company has successfully experience in launching software as a service (SaaS) platforms for the international market through a joint venture with a partner of the energy sector.

The cooperation will consist in creating new products or services under a joint venture or a research agreement. Partner sought are companies or research institutions specialized in functional definition of business and markets, with commercial capacity and marketing support.

The preferred markets to create new products are the financial and the cybersecurity sector but they are open to discuss any potential opportunity in another markets.

### **Type and Role of Partner Sought:**

- Type of partner sought: Industries, research organization
- Activity of the partner searched: Banking, financial sector, cybersecurity, etc.
- Tasks to be performed: Functional definition, business requirements, market knowledge, commercial capacity and marketing support

## **Angebot**

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### **Real-time monitoring for the discharge of firearms**

**Ref: TOUK20181005001**

A UK company is offering a device to accurately monitor the discharge of a firearm of any calibre that is more accurate than existing methods. The discharge information could be both recorded and provided as real time feedback alongside a variety of metrics. This dual-use product could be used by military or civilian companies using firearms, and the company is seeking such partners to adopt or adapt the technology via licensing or commercial agreement with technical assistance.

Current methods of monitoring the discharge of firearms are unreliable as they use accelerometers: devices are susceptible to inaccurate results, as a knock is similar to a discharge. Current devices also need to be calibrated for rounds.

A new UK start-up design and engineering company has developed a new device that provides an inductive loop feedback from the barrel rather than the accelerometer which uses movement. The intent is to develop a product that will make all firearms safer and more accountable with real time information that can be used in a variety of ways. For example, to better train police officers and individuals, to provide data evidence in criminal investigations, and to help prevent firearm accidents.

The device records detailed metadata which can be used to make a forensic blueprint of the firearm. The unit can be used as artificial intelligence offering cost reductions in mock ups, maintenance, and audit reductions alongside with the correct GIS/GPS algorithms giving a valuable live feed which would allow external support for armed officers.

The product would not only target, military, police, security service industry, but opportunity could be found in the civilian market as a tool for competitive shooting programs (produce movement diagrams), maintenance (barrel life) and gun room stock checks (it would be possible to pair with radio frequency identification).

The company has created an innovative patent pending invention which is fully functional and can be previewed on the working prototype.

The second-generation prototype is a single board containing four expansion ports that have USB, universal asynchronous receiver-transmitter (UART), serial peripheral interface (SPI), inter-integrated circuit (I2C), buses.

This is a prototype development and can be reduced in size by using higher density components, e.g. the current chip low profile quad flat pack (LQFP) is 10mm<sup>2</sup> the production chip a ball grid array (BGA) size is 3.6mm<sup>2</sup> (also has more input/output pins), it would also be possible to remove unused ports.

Final product specifications could include a supporting GPS/GIS system to become a full-scale marketable product or housing to be used as a public product for logging firearm locational discharge information.

They are seeking organisations that use weapons (but not a manufacturer) such as Interpol, NATO, police forces, security firms or communications companies using geospatial information, locational big data, and so on to licence the technology or to adapt the technology to their existing devices via commercial agreement with technical assistance.

**Type and role of partner sought:**

Type: Industry (Military or civilian) or organisations; or working in communications technologies.

Typical Activity of Partner sought: Policing, military or security that uses (but does not manufacture) firearms; or big data monitoring

Specific role of partner sought: Adoption of the device for use with firearms, via licensing agreement or commercial agreement with technical assistance, or to incorporate with technology related to geo-spatial tracking or geographical information systems

**Angebot****Data analyses for robotized validation of rules and regulations on specific industry audits**

**Ref: TRNL20180924001**

One of the business activities of this Dutch company is performing financial and risk audits for clients. In the Audit practice there are two driving forces that lead to the desire to further automate the intelligence needed for a high quality audit. On the one hand society and regulatory authorities are forcing the industry to constantly increase the quality of their audits. On the other hand the availability of data and new technologies allow to anticipate on future business models in which data is a critical component.

The company wants to develop its own Audit Intelligence Robot (AIR) that prepares a pre-audit statement or – report by combining data from clients, external sources and laws and regulations.

Intelligence needs to be added to transform data in meaningful insights, compliant with regulations and companies policies.

The company has already implemented an innovative data factory concept. Today it gives access to large amounts of client- and industry data: literally millions of files for thousands of clients. Now they need assistance to add intelligence like deep learning, predictive capabilities and others to this factory to bring the Robot alive.

Motives for this development:

- The company's business model is changing rapidly through digitization and other external influences.
- Monetize on the company's data factory, data is the new gold.
- The current war for talent drives the company to alternative methods for labour. Human Workforce to Robot Workforce.
- The company's drive for quality, pushed by external regulators.

The company is looking for companies that can help to produce a pre-audit report for their auditors by developing this Audit Intelligence Robot.

Collaboration should be based on a research cooperation agreement or a technical cooperation agreement.

This technology request is an innovation challenge that is published on an open innovation platform. If interest in cooperation with this firm is expressed, the potential partner will be guided towards this open innovation platform on which he can get in touch with the company via a chat function. Mind that posts on this platform are not confidential. Besides open discussion on the platform, sharing of confidential information will be made possible on demand. After closing of the open innovation platform on November 23rd, the corporate company will make a selection of the organizations that have been active in the chat for further contact. Expressions of interest that are made after November 23rd will be handled as usual in the Network.

**Type and Role of Partner Sought:**

The company is looking for potentially product development collaboration and licensed distribution, for example based on a potential Software as a Service offering setup.

## Angebot

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### **Dutch software developer is looking for partners interested in joint development of a digital standard for transferring data from cash registers to accountancy software**

**Ref: TRNL20181010001**

The Dutch company has developed accountancy software for owners of all kind of companies. They aim to make bookkeeping not only as safe and complete as possible, but also easier. After e-invoicing, where bills between companies are sent digitally by e-mail, the company sees the next step for automation in the possibility of importing cash receipts automatically in their accountancy software.

In the present situation the entrepreneur receives printed cash receipts after paying for petrol, refreshments and the like. Before the print on the receipt fades away or the ticket gets lost completely (which means loss of money) the entrepreneur has to scan the receipt by making a photograph or a scan. Even when using an app for Optical Character Recognition, these steps cost time. Also during transmitting and importing the receipt there is the risk of losing data.

The company is aware of some initiatives of starting platforms aiming at automatic input of cash receipts as well. But, similar to the early stage development of e-invoicing, a shared open standard is needed to get commitment and market adoption. To be able to develop cash receipts exchange by transferring data automatically without printing and manual input the company is convinced an open source, non-profit shared digital standard for transferring data is needed to connect cash registers or intermediate organizations and accountancy software systems.

Therefore the company is looking for companies interested in developing this open source standard together and expertise of all kind of organisations like companies, universities, inventors and research institutes. The proposed type of collaboration is a research cooperation agreement but the company is also open for other types of future cooperation.

This technology request is an innovation challenge and is published on an open innovation platform until 25th of November 2018. If an organization expresses interest in cooperation with this firm before that date, it will be guided towards this open innovation platform on which one can get in touch via a chat function with the company. Mind that posts on this platform are not confidential. Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the SMEs with whom they would like to cooperate in the development of a solution.

#### **Type and Role of Partner Sought:**

In the first phase the company is looking for partners in the supply chain who see gain in making their clients life easier by smooth data transfer of cash receipts to their clients accountancy software. These partners could be large companies like fuel stations, restaurants or B2B supermarkets where entrepreneurs buy products. But also suppliers of business or financial software are invited for their reaction.

#### **Role:**

The partners who want to invest in joint development of an open standard are asked for their input and participation in for example round table discussions. The expectation is that this long-term process results in shared commitment, implementation and market adoption of a new standard, similar to the development of e-invoicing.

## Angebot

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## Automated telecommunications data analysis

Ref: **TOUK20181011001**

Law enforcement agencies, their analysts and investigators, need to go through a lot of data records to prepare a case for the court, for example: which phones were used where and when a crime took place, where were credit cards used, and so on. This work is called forensic analysis. Nowadays, there is abundant information available for the agencies from the network service providers (NSP). This relates to mobile phones and other devices. The sieving through of such information is often referred to as "comms data analysis" and not just by law enforcers but also defence solicitors who do this.

There is a problem though if such work is carried out manually. The NSPs all use different billing formats. Some providers' raw format also uses duplicate rows of event data. Firstly, finding the relevant events is hard enough and is prone to human error. The volumes are large when looking into multiple historic dates, and the formats may well have changed during that time. Secondly, the output needs to be presented in court in a very clear and recognised format.

There are tools on the market (or macros developed in-house) for this type of analysis but they seem to struggle with the variety of formats presented to them.

A UK company has recently launched a software tool that automates many of the described data handling steps. It is possible, thanks to a programmable rule set for it to be able to handle all the billing formats in use. Similarly, previously unknown formats can quickly be added. The data cleansing function is fully audited and is evidential in the sense that it can present processed files in a format that explains, row-by-row, the cleansing decisions and actions that were performed and the rules that lie behind those actions.

A typical piece of work sieving thousands of calls that used to take a couple of hours now takes seconds. The software tool does the initial cleansing, after which relevant questions can be asked such as:

- Was there radio coverage at the masts of interest at the time of interest;
- Show the call schedules of phone numbers of interest, and map them;
- Cross-query and analyse data over target phones and pairs or groups thereof;
- Present the results in an intuitive manner, colour coding the different numbers or locations (see the Excel spread sheet screenshot in the Picture).

In order to introduce the technology into other European markets, the UK company now wishes to offer the software tool through licensing agreements to European forensic companies, in the field of e-discovery, cyber-crime, forensic investigations and data analysis. They also seek law enforcement agencies to license the software, and optionally provide additional technical services and training through commercial agreements with technical assistance. Another approach is to widen the spectre of available formats jointly with the said companies, through commercial agreements with technical assistance. The partners would help add their national formats into the package that eventually will cover the whole of Europe.

### Type and Role of Partner Sought:

The UK company wishes to partner with European forensic companies, in the field of e-discovery, cyber crime, forensic investigations, data analysis. Such partners would be able to acquire usage of the software through licensing agreements and, through commercial agreements with technical assistance work with the UK company to add new, country specific billing formats.

The UK company also wishes to partner with European law enforcement agencies providing use of the software tool through licensing agreements and, through commercial agreements with technical support, providing ongoing technical back-up in the use of the tool.

## Angebot

### Online collaborative tool for creating and costing of interior designs

**Ref: TOUA20180908001**

The Ukrainian company was established in 2016 and was actively engaged in development and design of several types of projects. The main focus of their work was designed solution using IT technology.

This new project of the studio will integrate online and offline solutions of the visual editor for self-design of the room and selection of furniture, a platform where you can find the best architects and designers, construction companies, interiors and the ability to get in a short time competitive advantage with a market price from 3-4 manufacturers.

By using this tool:

- the consumer understands the actual prices and availability of the goods, and also visualizes the desired interior in several ways;
- salons/manufacturers receive leads, ready applications, automation of a number of processes;
- architects/designers receive customers, readymade briefs for creating the project.

To create a quality and competitive service, the company needs financial and, possibly, advisory support from market experts. To this end, it is planned to conclude a financial agreement with the partial transfer of shares for potential partners

The platform gives the next advantages:

- A user can view different styles of interior design and manipulate with it;
- Work with a detailed instrument of visualization of premises (their layouts), and also load an existing project;
- Receive calculation - all objects that have been added in the process of work have a separate value, the total amount would be shown at the end;
- Employ the Architect /Designer – to understand the style, cost, what is included in their work. Also, you will find feedbacks about them and evaluation of cooperation (simulated);
- Get access to current events in the industry in one place and special offers from all participants of the platform, this will close the need to monitor dozens of information channels;
- The project uses a real interior item, so there is no need to physically visit the salons and thus spending heaps of time on it.

#### **Type and Role of Partner Sought:**

The company offers the proposed system to potential investors under the terms of financing agreement. The investors are expected to provide financial resources for further development and market application of the solution. In turn, they will be offered co-ownership. The investors can come from variety of sectors, including commercial and venture capital industries.

## **Gesuch**

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**UK start-up seeks software developer with UI and UX (User Interface and User Experience Design) AI and ML (Artificial Intelligence and Machine Learning) to develop a professional social media and communication, cost centre management platform**

**Ref: TRUK20181106001**

UK start-up company based in London is seeking a software developer with relevant technical skills and experience to develop a professional social media and communication cost centre management platform.

The National Health Service (NHS) spends £2.4 Billion on temporary staffing annually to combat staffing crisis, yet our hospitals today are faced with staffing shortages putting the public health at risk. The NHS today has over 60,000 unfilled vacancies with the longest recruitment process which takes up to 12 weeks to complete leaving hospitals understaffed at all times.

Health care professionals in the NHS often opt to work either through a third party agency or private hospitals mainly because the NHS has no employee retention strategy leading to staff shortages.

With numerous digital solutions deployed to resolve understaffing in the NHS, workforce management has remained a challenge costing millions on staffing alone and leading to a poor patient experience.

The challenge has always been systems not being user friendly and too complex to use for personnel whose priority is to deliver clinical services and patient care.

We are developing a platform to resolve workforce challenges within the industry by using Artificial Intelligence (AI) and Machine learning (ML) that will give NHS as an employer the ability to view and manage workforce both contracted by the NHS or third party agencies at a single touch.

Using AI, we will connect and track professionals contracted by the NHS. We will offer a referral service, overhead budget management, GPS tracking of available staff and sharing of best practices on cases securely via the platform. We will be able to highlight the "hard to recruit skills" and areas of focus tailored to specific hospitals etc.

We aim to harmonise all systems and processes used to manage workforce in the healthcare industry and integrate it to their social media platforms securely to provide a lean robust platform.

Artificial Intelligence will form the backbone of this platform where data will drive technology that will disrupt workforce SaaS (Software as a Service) and centralise the healthcare workforce. Starting with the U.K. as pilot, we will then look to scale across Europe.

We are looking to partner with software engineers, AI and ML, Academic Institutions (data scientists etc.) and tech enthusiasts willing to work with a start-up based in UK to build a prototype to be used for feasibility study and to seek funding for full implementation.

#### **Type and Role of Partner Sought:**

We are seeking a partnership with businesses possessing the technical expertise sought that will help the business to realise its vision of disrupting technology in the healthcare industry.

We are also happy to partner with Academic Institutions focusing on technology, data and AI and ML research which will also form a backbone of the ongoing quality assurance throughout the product lifecycle.

## **Gesuch**

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### **A multi-user programming platform for GPS system coding**

**Ref: TRLT20180518001**

Focusing on delivering new, easy-to-use and performance-enhancing platform design tools as part of one single price solution one of the largest telemetry equipment producers in Lithuania is looking for a component technology allowing to increase programming process efficiency. Programming component purpose is to enable multi-user programming experience during the code writing process for programmers.

This technology must support GPS enabled applications programming as well as support GSM tracking information processes. Hardware should be easy component part of the wide system and therefore has to be made easily integrated with other systems.

Company looking for such technology currently works on multiple remote sites; therefore, it is crucial that linking hardware platform would support remote use.

It is envisaged that the hardware will be purchased under the commercial agreement with tech support. This technology is needed to update and modernise existing programming process enabling it to become more flexible and robust. Company is not looking to expand their shareholder base therefore other types of partnerships would not be suitable at this point.

#### **Type and Role of Partner Sought:**

Partner would act as hardware supplier providing maintenance and installation service for the technology requester.

### Applications for connecting with the internet of things.

**Ref: TRNL20180308001**

This Dutch telecom company has a national LoRa and LTE-M network. The company is interested in products, applications or other solutions that could benefit of these networks. LoRa stands for long range, low power. This internet of things connection has been specially developed to exchange small amounts of data between objects and systems. A single LoRa module can send more than 10 years' worth of data using just two batteries. This provides an economical way to gain insights into the status of your 'things'.

LTE-M is the next-generation connectivity to support the Internet of Things with advanced features like low latency, low battery usage & voice support. LTE-M is also crucial for medical data exchange, energy networks or wearables. LTE-M allows to send and receive all essential data inexpensively, securely and in a future-proof manner.

Consumer needs:

- People now are more connected than ever, the next stage is to connect with the most beloved assets
- Monitor peoples life independent of the place of a person and to share this with family members.
- Never again worry about losing the things people love the most

The company knows all about Internet of Things in the consumer market and is looking for cooperation with developers of Internet of Things applications with non intrusive, small sized, wearable solutions with track and trace functionalities.

With the cooperation partner the company will explore possibilities to co-create, resell or other alternatives, creating win win situations. The company aims for a scalable solution to be sold in big quantities in Retail and online in the Netherlands.

Cooperation based on commercial agreement with technical assistance.

This technology request is an innovation challenge and is published on an open innovation platform until May 25th 2018. If an organisation does express interest in cooperation with this firm before that date, it will be guided towards this open innovation platform on which one can get in touch via a chat function with the company. Mind that posts on this platform are not confidential.

Beside open discussions on the platform, sharing of confidential information will be made possible on demand. After that, the firm will select the SME's with whom they would like to cooperate in the development of a solution.

Once the challenge is closed, EOI's for this technology request will be treated in the traditional way.

### Type and Role of Partner Sought:

Developers of (wearable) Internet of Things applications interested in start-up and marketing support