



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

Kooperations- und Technologiegesuche und –angebote Januar 2019

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!)

Kooperationsgesuch		
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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: Austria

Reference: BOAT20180925001

Summary: An Austrian IT service and webcam company offers webcams and panorama cameras (hardware) including also a cloud solution system (software) for the tourism, construction and meteorology sectors. The new webcam system has the highest image resolution worldwide (with up to 300-megapixel) including cloud solution system. The new camera system can also be used for construction progress documentation. The company is looking for distribution partners and provides all necessary technical assistance.

Details: The Austrian company develops, plans and sets up webcams, panorama cameras and weather information systems. The products range from snapshot systems to complex panorama picture systems combined with weather stations. They also supply autonomous systems with solar power units and mobile data transmission. The customers particularly appreciate the great experience as well as the high flexibility, quality and stability of the systems.

The offered system is characterized by 360° panorama web-cameras with a resolution up to 300 megapixels (highest resolution on the market). The system can present regions by means of a 360° panorama camera (with VR function) or a webcam with a fixed viewing angle up to 109°. In

addition, with the help of a low-cost cardboard box for a few Euros, all smartphones transform into virtual reality glasses. According to specific needs, additionally real images in motion can be offered. Live stream is possible when the internet connection is sufficient.

The webcams are also in use at construction sites where they help with the supervision of construction projects. It allows to always be informed about the construction progress with a simple mouse click, independent of the operating system. The data of the documentation can also be used for public relations during or after the construction project. For construction sites, the system can also be rented out.

The cloud solution system of the company created transforms each webcam or panorama camera into an advanced marketing tool by the means to represent all information with one webcam image. It works simple by overlaying the webcam image with an information layer that contains several features:

- an overview map (for orientation)
- weather data (or forecast)
- compass (orientation and viewing angle of the camera)
- news ticker or RSS (Rich Site Summary) feeds (points out special offers and events)
- hot spots (embedded links or videos about points of interests)
- multiple camera slider (displays images of all webcams from one region)

If no power source is available at the location, it is possible to use different sorts of solar panels for powering the webcams. Conventional internet connections are sufficient for the data transfer which is also safe due to the use of a virtual private network box for each webcam. The webcams can either be installed on a pole or wall.

Several different webcams are offered by other companies, but rarely with 360° pictures and not in a comparable quality. Compared to the competitors this system allows:

- the worldwide highest resolution (up to 300 megapixel)
- display of 360° spherical panorama pictures
- Virtual Reality (VR) view is possible with VR glasses
- overlay of additional information
- simultaneously live streaming or time-delayed high-definition (HD) live video clips

Distribution service agreements are sought. The company provides all technical support, training and will guide the installation to be successful. Commercial Agreements with technical assistance and also license agreements are possible. The Austrian company wants to expand in new markets in Europe and beyond.

The potential partner should have experience with camera hardware as well as support related issues. The partner will be tasked with selling and installing the cameras. The possible partner for the construction sector should have contacts to architects, construction companies and investors, real estates, property and building developers, etc. The company offers for construction sites support to find the best spot for the webcam if a map of the location is available.

Kooperationsgesuch

Country: Turkey

Reference: BOTR20181001003

Summary: The product offered is a media server software that enables users to transmit live or recorded video streams to viewers via internet with very low latency. The company is seeking for distribution services agreements. Responsibilities of distributor is promotion of the product, as well as customer relations management. There is no preference of region, companies from different regions or countries are welcome to express interest.

Details: As a young SME, the company was founded in 2016 and beginning from the date of the foundation, their focal point has been streaming technologies, especially server provision for

newly emerging streaming technologies.

The company was founded by people who are highly qualified and experienced in software development and other fields related to computer science.

The company offers a media server software that will enhance the streaming quality of users through decreasing the latency as low latency is a critical parameter for live video streaming. The software is advantageous since near real-time video transfer capability provides realistic interactive communication between multiple parties on the video sources.

Any kind of live video stream could be delivered to a broad range of clients with ultra-low latency (down to 0.2 seconds). Customers may simulcast (simultaneously broadcast) their video content to different social media platforms such as Facebook, Youtube and Twitter. Adaptive bitrate feature makes streams play everywhere and with every internet speed including mobile browsers. Mobile-App developers can easily add video capabilities to their projects.

The company is capable of providing low latency support with the WebRTC technology which provides a typical value under 0.5 seconds.

Being very popular in establishment country, the firm is eager to expand their market through selling their product in countries other than Turkey. Therefore, the firm seeks for distribution services agreement.

Distribution partners are expected to be responsible of marketing and sale operations and to provide live phone support for customers in their country/region. Additionally, localization support is welcome.

Kooperationsgesuch

Country: Portugal

Reference: Portuguese information technology company expert in intelligent cloud services seeks partners through services agreements

Summary: This Portuguese based information technology company with expertise in cloud managed services and remote cloud operations centers is seeking potential partners through services agreements.

Details: This Portuguese company established in 2015 has expertise in cloud managed services and remote cloud operations centers. The company is now looking to expand further and access new markets by offering client-oriented cloud services designed to help partners to use the power of the cloud in the most efficient and optimized way. They are a multi-disciplinary team focused exclusively on cloud technologies for almost 4 years and their work in managing and monitoring operation systems, databases and enterprise applications has won them several contracts specifically signed to help customers reach their full Cloud potential, improving efficiency and delivering cost and operational savings. Also worth mentioning, the company's cloud remote operation center helps partners solve the fundamental challenges of monitoring, managing, optimizing and evolving a complete cloud infrastructure, irrespective of their IT team's size or skill set. The purpose is to seemly integrate teams and processes. Development and operations (DevOps) is also part of this challenge. The team helps design, automate, deploy and maintain development and Operations' environments with all sizes and complexities through the following best practices:

- Remote infrastructure management
- Development and operations service stack
- Optimized operations from a functional and cost-saving point of view
- Security audits
- Analytical reporting
- Helpdesk 24 x7x365
- Levels 2 & 3 escalation 24 x7x 365
- Business and infrastructure view dashboards

Kooperationsgesuch

Country: Macedonia

Reference: BOMK20181204001

Summary: A Macedonian company offers development services (custom or with ready solutions) and is looking for service agreement. The services cover building websites and mobile apps plus web design and user experience design/user interface design (Ui/Uix), on products collaboration, database migration and upgrade and customer relationship management (CRM) systems implementation.

Details: The Macedonian technology company, established in 2010, is based in Skopje, Macedonia and has office in Oman and presence in UK, US, Netherlands, Germany, Switzerland, and Nigeria. The company is a software development and technology consulting company that specializes in Microsoft and Oracle DB technologies, and also covers mobile development, PHP, Java and open-source technologies.

The company is building new services and products with its partners where the company comes in and invests with development and database expertise. The company offers development services (custom or with ready solutions) with its own expertise and know how. It is interested to find :

- technology consulting companies – it can offer development services (custom or with ready solutions) based on the strategy the consultants are doing,
- start-ups - can collaborate with their expertise and know how based on 15+ years on experience, plus provide them with tech interns at very low prices that can be shaped by their own need
- other tech companies - on products collaboration – the company has developed few products with its current partners, like Kondi [personal sales assistant for ordering products via mobile app in the B2B industry].
- telecoms - for special Telecom experience in the database migration and upgrade and CRM systems implementation
- digital marketing agencies - for digital experience in building websites and mobile apps plus web design and Ui/Uix.

It also offers software services:

- capacity services [team extension]
- application development and consulting
- software product engineering and minimum viable product
- business analysis and requirement gathering
- quality assurance and testing
- technology consultancy and application architecture
- business process optimization and mapping.

The company is interested to find partners for service agreements.

The company provides a complete spectrum of flexible offshore, onshore and near-shore services to supplement existing client teams. Their capacity services will help the companies to adapt and swiftly scale their development team up and down to match the business demand. The company has 10 years of experience in:

- 30+ software development personnel [.NET, PHP, Java, Android, iOS]
- 50+ oracle consultants and developers
- 7+ salesforce professionals
- experience in product development [enterprise, SMEs & startups]
- solutions: oracle OWBtoODI tool, marketing tool for Facebook analytics, Kondi PSA [electronic sales agreements tool], CrowdPress [own CMS platform]
- own internship program - interns shaped by client needs
- experience with enterprise solutions [Fortune 500 Companies] - ERP, CRM, HR, CMS.

Kooperationsgesuch

Country: Israel

Reference: BOIL20181001001

Summary: An Israeli SaaS-specialized SME has developed a one stop shop platform for remote management and digital closure of transaction. It enables companies to increase conversion rates and eliminate the need for a physical encounter by reducing the friction in the deal closure phase. It allows consumer-facing enterprises to verify and facilitate clients' digital signature in real time. The company seeks commercial agency, licensing, services or subcontracting agreement

Details: The Israeli company empowers consumer-facing enterprises to close transactions remotely by verifying clients' identity and get their signatures on documents in real time, while video recording the whole session. The company was established in 2015 with the aim to allow customers to enable remote transaction business meetings. At that time, the name was able to accurately capture what was offering to users. But today, it has become only a fraction of what the company offers. Along with digital signing, they now also provide remote business meetings, ID verification, cooperative editing of documents, video chats, the ability to record these sessions and much more. In fact, the company breaks down the boundaries of distance by allowing a customer to feel like he is sitting across the table to someone (or people) no matter how far away he / they really are.

The company presents an award-winning enterprise-class remote transaction platform that reinvents the digital customer experience. The developed platform is unique for its:

- 1) flexible workflow customization (intuitive builder wizard, no need to restructure current documents, flexible mode of display (PDF/ HTML), agile optimization / customization, chance to build & modify alone),
- 2) specially developed collaborative features (process flexibility (real time/self-service/combination), consistency across channels (call center, field agents, website, applications, in branch), 2-way initiation for flexible transaction mode,
- 3) constantly improved data driven from transactions (innovative tagging of forms allows to pull/push data into & from forms automatically, unique data insights help to keep improving conversion: improve => learn => modify => improve again),
- 4) definitive ID verification (E2E encryption, secured entrance, KYC (Know Your Customer)-compliant patented identity verification) reduces legal risk,
- 5) session auditing (ongoing visibility of the document (live document), audit trail, sophisticated recording) - watch doc on the go, identify bottlenecks, resume if needed.

The platform enables companies to change the way they interact with their remote customers. The company's proprietary technology bridges the gap between businesses and their customers in the digital world. It helps businesses to connect with their remote customers in real-time, efficiently, conveniently and securely, without losing the human touch. The offered solution enables businesses to verify their customers' identity, communicate and collaborate, simplify documentation signing and streamline sales and complex transactional procedures. The platform is secure: uses E2E encryption, allows ID-verification (KYC/AML(anti-money laundering)-regulation compliant), sophisticated session recorded, with secured entrance to the session, complete audit trail, file storage (cloud based / on premises).

The platform is used by over 100 Enterprises and SMBs (small & medium business) from various industries and verticals, including many Fortune 500 companies. The results are higher conversion rates, faster processes, reduced legal risk and an overall boost in user experience. The company end-users are consumer-facing enterprises in any field looking to digitize their customers' experience. Potential partners may be system integrators, in the financial technologies domain, but also connected to other large enterprises (e.g., for licensing agreement or subcontracting). These may be also other companies in the field who are connected to potential customers looking to conduct digital transformation of the business deals. The companies interested in the field and relevant by their activity might be potential partners for cooperation under commercial agency or services agreement.

Primarily, these concern the advanced countries due to their market size and relevance of the offered technology.

Kooperationsgesuch

Country: Romania

Reference: BORO20180918001

Summary: A Romanian company with experience in the development of customer relationship management (CRM) software would like to collaborate with foreign partners within the frame of a services or a subcontracting agreement. Partners are sought regardless of their country of origin.

Details: The Romanian company was founded with one goal in mind: to develop a time-saving customer relationship management application that could help boost local and national businesses. The application offers online programming services. It can be used to make and/ or cancel appointments (for instance, with beauty and hairstylist salons, barber and makeup shops etc.), to create agendas and calendars, to make notes, send and/ or receive automated notifications and develop and manage client databases. On the one hand, it helps business managers organise their agenda more simply and efficiently. By accessing the application from their laptop or mobile phone they can have an integrated, complete overview of their schedule and be aware of changes in the schedule at all times. Furthermore, they can easily keep record of customer transactions, preferences, needs and concerns in order to facilitate better working relationships and improve informational organisation. These customizable features facilitate cost savings, as well as increased revenue and profitability for the companies. On the other hand, by using the application, customers also benefit from enhanced communication with the companies, from time-saving, automated solutions to every-day, burdening tasks, as well as from greater organisational efficiency and more focused results. The online application gives users the possibility to access their accounts from any device with Internet access, to flexibly make or cancel appointments, leave messages or make changes, as well as to configure their profile according to their own preferences. The so called "professional mode" offers users advanced options, such as brand promotion services and a limitless number of pages which they can manage for a particular business. The Romanian company would like to enter an international services agreement in order to tap into new foreign markets, expand its client portfolio and its networking area, as well as gain deeper, field-related experience. The company is also interested in signing subcontracting agreements with foreign partners in order to become better experienced in large projects and take on new, larger clientele, increase firm productivity and internationalise its business.

Kooperationsgesuch

Country: Turkey

Reference: BOTR20181112001

Summary: The Turkish company is providing vertical integration, condition monitoring, big data optimization and predictive maintenance in the scope of digital factory solutions. The company aims to increase its partner's profitability, performance, and profit from production costs. The company is offering its services under service agreement.

Details: The Turkish company was established in 2014. It is the one of the leading industrial digital transformation company of Turkey and the architect of The Industrial Internet of Things (IIOT) platform on the prominent next-generation technologies. The company is a provider of digital factory solutions including vertical integration, condition monitoring, big data optimization, predictive maintenance, prescriptive analytics, augmented reality and stands out with a "data science" approach, offering specialized consultancy on end-to-end, integrated operational efficiency.

The company serves customers with cloud computing, big data which is the core component of industry 4.0 and system based on Amazon Web Services (AWS), the industry leader in security, accessibility and speed. The company has been working with Amazon which is the only Internet of things (IoT) partner in Turkey. It enables customers to get return in the short run from illatively the improved results big data repository create by the company's data analysis team.

With the Industrial IoT Platform, it is possible to collect data from all devices independence of brand and protocol, to evaluate the collected data in its BigData infrastructure located on AWS, and to provide improved results for maintenance, quality, production, OH&S (Occupational Health and Safety) and even human resources departments of any kind of production area with large data analysis.

The company successfully runs its business in the local market and completed many projects. However, the company would like to penetrate to international markets and offering its services under service agreement.

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: Greece

Reference: BOGR20181120001

Summary: A Greek IT SME is presenting a platform that helps companies or organizations to deal effectively with the GDPR requirements. The platform is an easy to use IT tool combined with human help-desk manned with specialized advisors. The task is to deal with all the complex GDPR requirements easily. The platform is already used by 800 clients. The company is looking for consulting firms or IT companies for distribution services agreements.

Details: An experienced Greek SME is providing IT solutions combined with the parallel provision of specialized consulting services. The company has launched many large scaled solutions in the past with successful results and high impact. Now the company has invested effort to create a system that will solve completely the challenge for an entity to comply with the GDPR requirements. This challenge is not easy since there are 11 Chapters with 99 Articles in the Regulation that any entity should respect. It is extremely difficult for any entity to understand and comply fully with the Regulation without costly and lengthy external specialized support.

The Greek company is presenting an innovative platform which helps its users to comply easily and fully with the requirements of the GDPR regulation. The platform runs on internet environment without requiring the utilization of special infrastructure or equipment. The platform provides to the user the ability to view the data that involve personal information or the activities using it. The platform analyzes the operational processing of the user and visualizes the purposes, rights, data transfer and the security measures for the personal data that the user manages. Through simple questions, the platform exports an impact evaluation of a potential breach event on the confidentiality, integrity and availability of the data. The platform also exports a total risk assessment as well as the compliance level of each processing to the GDPR. Finally, the platform checks if it is necessary to perform a data protection impact analysis on the processing. The platform estimates the possibility of threats to personal data due to technological systems, working methods and procedures, human implications and activity scale. This approach of the Greek company ensures the complete identification of deviations from the Regulation.

The platform exports a series of comprehensive reports on the processing that is recorded, together with its dataflow diagrams (before and after the compliance). It also exports the organizational and technical measures that must be adopted by the user based on the total risk assessment. At the end, it exports a series of policy samples that must be introduced to each user. The compliance consultant or the DPO (Data Protection Officer) of the client is then ready to plan the necessary compliance actions and to assess the effectiveness of the compliance evaluation. In the last stage the DPO, in collaboration with the IT department, apply the necessary actions to comply completely to the Regulation. In all these stages, the Greek company is providing specialized advisory services on-demand, at no cost, by using an on-line help-desk manned with specialized staff.

The Greek company is looking for consulting firms or IT companies. The required partners should be involved in the provision of services for the GDPR compliance. The collaboration sought is distribution service agreement.

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
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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
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IoT (Internet of Things) platform to control, manage and secure machines and devices

Ref: TOGR20180907001

In today's environment of global competition, technological development and innovation; companies, especially manufacturing, are forced to reconfigure their manufacturing and management processes.

Nevertheless, there is a clear absence of understanding between Industrial and digital sectors, corporate culture, business operations, technology standards, tools, talent background, sales processes, capital needs, scalability....

In this context, a Spanish tech-based company specialized in IoT (Internet of Things) and M2M (Machine to Machine) solutions, has developed an IoT (Internet of Things) platform that allows monitoring all of the relevant assets, obtain remote control, perform data analytics and visualize remotely. It allows to operate millions of devices, knowing if they are working correctly, extracting information about the status of the machines, creating alarms when for example the devices exceed some temperature values, etc.

The platform gathers data from the different sensors and devices generating analytics and reports to check if the solution is performing as expected. There is a set of predefined OEE (Overall Equipment Effectiveness), KPIs (Key Performance Indicators) and reports. Additionally it offers the possibility of generating any specific parameter to any business model since it allows to easily create customized dashboards.

Main solution features are the following:

- Highly Scalable: It works with any amount of devices.
- Multi-tenant: It Integrates any device and application.
- Configurable: It can be adapted to any concrete business rules, dashboards and reports.
- Cloud PaaS (Platform as a Service).
- Secure: Built-in security and privacy features.
- Multi-sector: Functions and views for any vertical solution, like smart energy, smart grid, logistics & transport, retail, etc..

The most important functionalities of the platform are:

- Device Management for controlling every aspect of the IoT(Internet of Things) infrastructure by means of:
 - Remote operations: It allows to launch or schedule individual or bulk operations, to diagnose or reboot in a single command or a script-like batch.
 - Software update: It allows to create and manage software bundles, and launch massive upgrade jobs controlling the real-time status.
 - Monitoring: It proactively monitors the status of any connected devices or assets with standard and ad-hoc tests that keep control of each component.
 - Inventory: Internet of Things devices like routers, modems, concentrator, etc. are inventoried, monitored diagnosed and commanded
 - Communications: It allows to control any network including M2M, fixed lines, SigFox, narrowband-IOT, satellite, digital radio...
- Business intelligence related to how the business is performing:
 - Alarms: Alarms of inventory, operations, status failure and severity customization.
 - Reporting: Provides intelligence created from all the sources and how they affect the project or solution.
 - Automation rules: It allows to create customized behavior when certain conditions are met at a specific moment.
- Security framework associated to secure the IoT (Internet of Things) infrastructure.
 - Device authentication: It prevents device spoofing with different levels of authentication, creating individual or group certificates.
 - Device authorization: It allows to authorize or suspend groups of devices to access the services in the platform,

manually or automatically.

-Communication encryption: Increases privacy and security with TSL (Transport Layer Security), SSL (Secure Sockets Layer) certificates at network level.

The company is looking for international integrators, technology and manufacturers devices partners in the following sectors: telecom, utilities, device manufacturers, logistic and transport and smart cities. The kind of partnership sought is commercial agreement with technical assistance.

Type and Role of Partner Sought:

The company is looking for integrators, technology and manufacturers devices partners in the following sectors: telecom, utilities, device manufacturers, logistic and transport and smart cities.

The partner sought role is to integrate this technology within its solution portfolio in order to improve the service provided to its clients and also to integrate this technology within their clients technology. On the other hand, the company will provide support in the process of technology transfer and will support in the process of adapting its technology in the different cases.

Therefore, the kind or partnership sought is commercial agreement with technical assistance.

Angebot

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

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 10mm² the production chip a ball grid array (BGA) size is 3.6mm² (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

Offline communication system exchange for proximity interactions

Ref: TOIT20181210001

An Italian startup has developed a new proximity communication system and app that allows clients to manage communications, have interactive visit experiences, or exchange private messaging and offline communications (including in emergency cases), through Bluetooth Low Energy to connect with other devices (nodes), in the surroundings.

The startup is open to technical cooperation agreements with private or public partners or research agreements for adapting the tool to specific needs.

In some situations it is difficult to manage the processes involved in the following problems:

- sales decline in retail stores;
- deficit in public services to the citizen;
- enhancement of cultural heritage;
- emergency communications in disasters.

An Italian company has developed a new model of communication that allows clients to manage the processes with safe, effective and easy-to-use tools, almost non-existent maintenance costs, streamlined installation infrastructure, and a perfectly sustainable business model.

The system is an interactive one-to-one communication system, consisting of a decentralized network in which each node can act both from client and server, has a set of sensors (environmental, proximity, etc.) and is completely autonomous and self-configuring. In its more general definition, each node can be represented by a mobile device (smartphone, tablet, etc.) or by a stand-alone sensor. The system can also operate independently of other communication networks (eg, the Internet) to communicate between network nodes. If used without the support of other networks, it activates the "proximity" mode, which uses BLE (Bluetooth Low Energy) to connect with other devices (nodes) in the surroundings. All the data passing through, is managed by a unique platform that allows complex Data Mining and Business Intelligence operations, connected to an IA, able to make autonomous decisions. The system, in all its areas of application, is based on this technological infrastructure and is therefore unique, albeit polymorphic.

The system already has a part on the market (proximity communications with basic data tracking), a part under test (an intelligent agent linked to proximity data) and a phase under development (Blockchain for security exchanges).

Type and Role of Partner Sought:

The company is looking for private or public companies interested in technical cooperation agreements or research cooperation agreements with the aim of adapting the solution to specific needs or further developing the product with blockchain integration.

Angebot

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

A Turkish company specialized in software developments offers its ticket sales and reservation software for public transport

Ref: TOTR20181114001

A Turkish software developer SME is looking for partners that can help the market launch in the European market of their innovative ticketing system for public transport. Framework of cooperation would be commercial agreement with technical assistance with transport operators or companies who sell solutions to them.

The Turkish company has been delivering CRM (Customer Relationship Management) , ERP (Enterprise Resource Planning) Integration solutions and web and mobile based software technologies since 2009. Thanks to deep experience in IT sector, the company has been developed a ticket sales and reservation software that combines CRM, operation management, and sales channels at a single platform. The ticketing service provides transport operators with the ability to quickly change fares, create new products, deploy new customer channels. The ticketing application is secure, easy to use and works across all platforms: smartphones, computers and internet-enabled mobile devices. Ticketing technology caters for a range of ticket types, from traditional paper tickets to e-tickets. Thanks to already applied business intelligence system analytical reports are able to be generated.

The features of the software includes:

Sales and reservation
Marketing
Loyalty Program
CRM Tools
Business Administration
Inventory Management
Passenger Information System

Accounting System and Income Reports
E-tickets
Business Intelligence

The company already has been implementing the smart ticketing system on a number of sea, bus and air public transportation organizations in Turkey and wants to expand its business in European countries. The company is looking for partners to cooperate them on implementing the software in the European countries. Cooperation would be based on a commercial agency agreement with technical assistance.

Type and Role of Partner Sought:

The Turkish company searches for a long term partnership with sea, bus and air transport operators and SME's that are already in connection with transport operators.

Angebot

Procedure for the association of imaging information obtained following non-destructive, non-invasive investigations conducted with photonic techniques

Ref: TORO20181127001

A group of Romanian researchers active in the field of fundamental and applied research in optoelectronics has developed a unified complex digital model. The digital package of data visualization of complementary investigations is actually a 3D online interactive graphic interface based on a procedure for the association of imaging information obtained following non-destructive, non-invasive investigations conducted with photonic techniques.

Currently, there are methods and algorithms for obtaining 3D digital representations by using stereoscopic photographs as well as methods for overlaying 2D digital images with 3D digital models used in texturing 3D graphics in the multimedia industry. But there was no unitary model of simultaneous viewing, on a digital replica of a 3D surface, of the multi-layer imaging information provided by several photon investigation techniques. The Romanian team solved this technical problem by developing a unified complex digital model; thus, the digital support of the 3D replica of the object or surface studied allows the hidden details of the paintings to be found on any kind of support and detachments or "hidden" defects under the layers of paint or even plaster. Plus, the digital replica can also be studied in detail in other locations outside the site or museum (e.g. in laboratory or classrooms) and there is no need to have a team of experts on site. In conclusion, the invention relates to a procedure for the association of imaging information generated by non-invasive and non-contact photon techniques of investigating the quality of multi-layer surfaces of art objects.

The investigation and diagnosis techniques contained in the present visualization technology are: 3D laser scanning, LIF Scanning (Lase Induced Fluorescence Spectroscopy), LDV scans (Laser Doppler Vibrometry), multispectral & hyperspectral imaging, thermal imaging, colorimetry and microscopy.

The investigation devices deliver data as images representing specific characteristics of the investigated surface. Having such a collection of different data types from different devices may be confusing for some investigators. Therefore, instead of looking at several distinct data images and a digital 3D model of an investigated area, the digital model contains all the available data of the studied surface. In this respect, the researchers have developed a method of correlating all the imagistic data results on the surface of a work of art with its 3D digital representation. The resulted models are accessible via the Internet in a virtual interactive environment that allows the viewer to study the investigated surface with all the needed data overlapped on the areas where they were collected.

The overtone of the results with the 3D model is made based on the matrices of the investigated areas, by associating every pixel of the 2D recorded images as intensity distribution maps with the vertex group corresponding to that pixel, from the 3D digital model of the scanned area. Based on data correlations, the 3D model of the area will be created and it will be glued to the other areas so as to create the final 3D digital replica of the object.

The Romanian team is looking for SMEs, university or R&D centres etc. for collaboration based on services or research cooperation agreement.

Via services agreement the Romanian researchers are offering professional services related to the digital model to universities, museums, local authorities, SMEs, R&D institutes etc. that are seeking for a specific partner able to perform the complex procedures of the visualization technology.

The results that the Romanian team expects to achieve via research cooperation are the improvement of the

digital model capacities and further development of ideas associated to this visualization technology by cross-disciplinary approach. Thus, the research cooperation has the potential to discover new openings in the area of optoelectronics & related fields.

Type and Role of Partner Sought:

The digital model can be necessary in carrying out the activities within universities, museums, local authorities, SMEs, R&D institutes etc.; thus, there is a wide range of potential partners who could be interested in the professional services offered by the group of Romanian researchers. As the use of the visualization technology for the investigation of data obtained on the surfaces of the work of arts requires a high level of expertise and technical ability, the partner sought should be interested in contracting these services for a mid to long term partnering services (on the basis of a services agreement). The particular aspects of the visualization technology services are to be agreed between the Romanian researchers and the potential partner, depending on the specific requirements of the latter. Research cooperation agreement is also envisaged with international SMEs, university or R&D institutions active in the same or a related field of activity, which could be interested in working together with the Romanian researchers for the future development of the digital model. Furthermore, by combining different fields of research, the research co-operation can lead to innovative solutions related to the association of imaging information, which will then be available for use in different fields of business and public organizations. The potential future development should be directly discussed with the Romanian partner based on foreign new ideas.

Gesuch

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 is developing a social platform that allows specific professionals to connect, job share, manage overheads etc. using artificial intelligence (AI) and machine learning (ML) to centralise and optimise data in current systems to deliver a robust platform that will eradicate staffing shortages. Partners with Artificial Intelligence, Machine Learning, software development sought to enter into a services agreement to build a prototype.

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

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