

Maritime Industries News #26

The **Enterprise Europe Network** offers support and advice to businesses across Europe and helps them make the most of the opportunities in the European marketplace. Comprising close to 600 partner organisations, among them **Chambers of Commerce, Regional Development Agencies** and **Innovation Support Organisations**, it covers more than 60 countries, throughout Europe and beyond.

This Newsletter publishes regularly updated information on partner search profiles in the fields of shipbuilding, offshore industries, ports & logistics and fisheries & aquaculture as well as information on brokerage events at large international fairs, company missions, international conferences and workshops and regional events.

SHIPBUILDING

[TOGR20200124001](#)

A Greek SME develops innovative technology that reduces effectively Sulphur Oxides (SOx) in ship emissions aiming at engineering companies or investors for system development prior to commercialization

A Greek engineering SME, dealing with environmental applications, has designed a solution that allows ships to comply with the new regulation for emissions. The Greek SME is looking for partners to further development, prototyping, certification and commercial exploitation of the system. The types of collaboration sought will be either joint venture agreement with engineering company or financial agreement.

[BOPT20191220001](#)

Portuguese design company expert in industrial innovation offers its design management and product development services under subcontracting agreements

A Portuguese SME provides innovative design services, developing user-centered technology-based solutions throughout the whole design and product development process. Its core business is industrial and transportation design, with international experience in projects in the automotive, aeronautics, railway, nautical and business

innovation sectors. The firm is looking for partners under subcontracting agreements.

[BODE20200122002](#)

German supplier of spare parts for diesel engines of ships, locomotives and industry plants seeks distributors

A German company supplies spare parts of well-known manufacturers of diesel engines for ships, locomotives and industry plants, as well as spare parts for pumps, separators and compressors. The company is looking for partners under a distribution services or commercial agency agreement.

FISH, FISHERIES & AQUACULTURE

[TOPT20200302001](#)

The company, which develops innovative offshore aquaculture equipments, is looking for R&TD and financial partners to enable the production of their submergible equipments and their commercialization

The start-up created in Portugal acts in the development of innovative equipments with the objective of making aquaculture offshore viable. Nowadays, there is no equipment that can withstand the high energy situations that happen during storms at the open sea. The submergible equipment's solution can fulfil this glaring gap. The company is looking for partners to establish a manufacturing and/or joint ven-



Business Support on Your Doorstep

THE NETWORKS MISSION

- Provide **information and support** to companies and research institutes **about EU legislation, policies and programmes.**
- **Find business partners** in foreign countries, whether the partnership be commercial, technological or for common R&D projects.
- **Support the competitiveness and innovation** capacity of SMEs in the EU.
- Increase the participation of SMEs in the **European R&D Framework Programme.**

THE NETWORKS SECTOR GROUPS— Boost your business with specialists

To offer services with high added value for priority sectors, Network Partners have combined forces within Sector Groups. Each of the Sector Groups is undertaking different actions like targeted information and brokerage events, company missions and targeted services.

To learn more about
ENTERPRISE EUROPE NETWORK,
please visit:
<https://een.ec.europa.eu/>



ture and/ or financial agreement.

[TOPT20200302001](#)

The company, which develops innovative offshore aquaculture equipments, is looking for R&TD and financial partners to enable the production of their submergible equipments and their commercialization at the international market

The start-up created in Portugal acts in the development of innovative equipments with the objective of making aquaculture offshore viable. Nowadays, there is no equipment that can withstand the high energy situations that happen during storms at the open sea. The submergible equipment's solution can fulfil this gap. The company is looking for partners to establish a manufacturing and/ or joint venture and/ or financial agreement.

[BRBE20191015001](#)

Belgian company is looking for suppliers of nets for their wastewater treatment tanks

The Belgian SME is active in the wastewater treatment and is looking for nets for its concrete tanks. The nets are used to retain the beads that play the role of bacterial carrier in the tank. The Belgian partner is willing to identify potential providers of the nets under a supplier agreement.

[BOFR20200323001](#)

French tech start-up looking for distributors for its water monitoring and predictive system based on AI

The French startup has developed the first underwater weather station for real-time and predictive monitoring of water quality, using connected devices (IoT) and machine learning. The solution is designed for all kinds of water environment (both fresh and salt water) and have multiple application: Aquaculture and Environmental Monitoring. The start-up is already engaged in transnational cooperation and is looking to expand its distributor network in Europe.

[BOES20200211003](#)

A Spanish SME producing canned seafood made from fresh local hake, cuttlefish and albacore seeks agents or distributors

The Spanish company is focused on getting fresh high quality fish from Cantabrian Sea

and processing it into preserved fish. They are currently working with three different fish species: albacore, cuttlefish and European hake. They are the very first company which manage to produce high quality canned fish from line caught European hake in Spain.

The company is looking for agents or distributors abroad.

[PORTS & LOGISTICS](#)

[TRNL20200406001](#)

A Dutch transport company is looking for sustainable methods and techniques to secure the cargo in cages, without using plastic

A Dutch transport company is involved in less-than-truckload, full-truckload and network distribution of cargo. In order to operate more sustainably, the company is looking for new ideas, methods and techniques to secure the cargo in the cages, without using plastic or other environmentally harmful materials. Cooperation with partners is sought and a research or a technical cooperation agreement is foreseen. This request refers to an innovation challenge published on an open platform.

[BORO20200324002](#)

A Romanian company specialized in a complete range of freight-forwarding, customs, logistics and distribution services by sea, road and air seeks outsourcing agreements

A Romanian freight-forwarding company, member of the World Cargo Alliance and an Authorized Economic Operator (AEO), seeks partners to conclude outsourcing agreements for freight-forwarding, customs, logistics and distribution services by sea, road and air.

[BOCZ20200123002](#)

A Czech company offers distribution agreements for its smart plastic pallets, which enable tracking a wide range of predefined parameters

A Czech SME manufactures smart plastic pallets. Technologies built-in the smart pallets make possible to track a wide range of predefined parameters, such as accelerometer, which can detect excessive accelera-

NEWS

Coronavirus: guidance on repatriating cruise ship passengers and protecting ship crews

From cruise ship passengers to cargo vessel crew, many have found themselves stranded since the coronavirus pandemic first took hold. The [guidelines](#) issued by the European Commission today support these individuals, providing recommendations on health, repatriation and travel arrangements. They also call on Member States to create a network of ports where crew changes can take place without delays.

Commissioner for Transport Adina Vălean said: "Seafarers are keeping the vital channels for our economy and supply chains open, as 75% of EU global trade and 30% of all goods transported within the EU are moved by sea. The guidelines adopted today include sanitary advice, recommendations for crew changes, disembarking, and repatriation for seafarers and passengers. I am asking the Member States to designate ports where fast-track crew changes take place and recall that cruise operators have a responsibility to their customers and employees to bring everyone safely home."

[Read more.](#)

Source: *European Commission Press Corner*

PUBLIC TENDER

2020/S 055-129876

Italy-Ispra (VA): Provision of an Automated, Global, Satellite-based Flood Monitoring Product for the Copernicus Emergency Management Service

Time limit for receipt of tenders / requests to participate: 05/06/20; Local time: 16:00

[Read more*](#)

2020/S 076-180986

Norway-Bergen: Research vessel services

Time limit for receipt of tenders or requests to participate: 20/05/20; Local time: 12:00

[Read more*](#)

2020/S 072-170117

Czechia-Prague: Galileo Reference High Accuracy Service User Algorithm and User Terminal

Time limit for receipt of tenders or requests to participate: 01/06/20; Local time: 23:59

[Read more*](#)

[*www.ted.europa.eu](http://www.ted.europa.eu)



tion, sensors for measuring temperature and humidity as well as RFID chip for identification of the transported goods. The product manufactured is a good value for the money spent. The SME is looking for distributors based on distribution agreement.

[BOFR20200409001](#)

A French SME offers smart connected port solutions and seeks distribution service and subcontracting agreements

A French start-up company offers a smart application to sea and river marinas captains' offices for the digital operational management of their dockside places. It provides its customers with easy-to-use global solutions combining sensors integrated in housings, management and maintenance software.

The SME is seeking distribution service agreements with industrials and subcontracting agreements with marinas in Spain, Italy, Greece and the Netherlands.

[BONL20191217001](#)

A Dutch SME specialised in industrial packaging and transport monitoring systems seeks commercial agent for high-tech transportation monitoring equipment in Scandinavia and the United Kingdom

The Dutch company offers high quality and high-tech transportation monitoring equipment. Customers use the equipment to measure the conditions (shock, temperature, location, etc.) of their sensitive and high value goods during storage, transportation and/or operational use. This Dutch company is looking for commercial agents in Scandinavia and the UK.

Other

[TOGR20200304001](#)

Portable tele-medicine solution for commercial shipping

A Greek company active in tele-medicine market offers a remote system for handling emergency health incidents on commercial ships and scheduling crew tele-appointments with medical professionals. The system allows health monitoring

through various medical devices and further medical consultation with physicians. It is the only FDA (Food and Drug Admin.)-approved marine tele-health solution globally. A licence or commercial agreement with technical assistance with shipping companies is sought.

[TOFR20200402001](#)

AI-driven software solution and customized services to drive efficiency in industrial operations

A French SME has developed a holistic software solution, supported by data science, streaming and processing industrial data through artificial intelligence (AI) algorithms. It drives operational efficiency in the industrial operations, in sectors such as automotive, aeronautics, mining, oil & gas, utilities, transport and manufacturing.

The SME seeks partners interested in using this technology in the framework of a license agreement or a commercial agreement with technical support.

[TOFR20200219001](#)

Public alert terminal for marine submersion and flood risks

A French small company developed an innovative digital urban furniture that can be placed in city centers or near the shore in order to inform and to alert in real time the population about the risks of marine submersion, flooding and other risks in a geolocalized area. The company is interested in manufacturing agreements, license agreements and commercial agreements with technical assistance.

[BOFR20200309002](#)

A French SME producing high pressure resistant optronic system is looking for commercial intermediary service in Scandinavia

A French SME proposes optronic solutions for exploration of extreme environments as the depths of the oceans or the atmosphere. The company manufactures optical and photographic equipment resistant to extreme temperatures (-30°C/+400°C), to high pressures (100 bars), vibrations and shocks. Combining optronics, mechatronics

NEWS

European Commission and European Investment Fund launch €75 million BlueInvest Fund

The European Commission is partnering with the European Investment Fund, part of the European Investment Bank Group (EIB), to launch the BlueInvest Fund today. During the BlueInvest Day conference in Brussels, EIB Vice-President Emma Navarro and Virginijus Sinkevičius, Commissioner for Environment, Oceans and Fisheries, launched a €75 million equity investment fund for the blue economy.

The BlueInvest Fund will be managed by the European Investment Fund and will provide financing to underlying equity funds that strategically target and support the innovative blue economy. This sector can play an important role in the transformation to a carbon-neutral economy by 2050. The blue economy includes economic activities related to oceans, seas and coasts. It ranges from companies in the marine environment to land-based businesses producing goods or services that contribute to the maritime economy. The blue economy harbours many promising early-stage ventures and companies – often emanating from EU-funded R&D programmes. These companies develop solutions for renewable energy, sustainable seafood, blue biotechnology, maritime IT and much more.

The new fund is complemented by the European Commission's BlueInvest platform, which supports investment readiness and access to finance for early-stage businesses, SMEs and scale-ups. Through the European Maritime and Fisheries Fund, the Commission also funds an additional €40 million grant scheme, to help blue economy SMEs with developing and bringing to market new innovative and sustainable products, technologies and services.

[Read more.](#)

Source: *European Commission Press Corner*

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and digital processing by software, it provides its clients with easy-to-use tools. The SME is looking for commercial agency or distribution service agreements in Scandinavia.

[BOFR20200313001](#)

French manufacturer of oceanographic instruments seeks trade intermediary services in Germany

A French SME specialised in scientific and technical instrumentation has developed a range of autonomous and communication tools (data loggers, multiparameter probes, buoys, underwater drones) for measuring in real-time and monitoring various physical or chemical parameters in seawater and marine environment. The SME seeks sales representative in Germany under commercial agency agreement or distribution services agreement to represent their brand and sell the instruments dedicated to oceanology.

EVENTS

Online EEN Brokerage Event "Technology & Business Cooperation Days", July 10th - 16th 2020, Hannover

The real Enterprise Europe Network brokerage event during Hannover Messe 2020 "Technology & Business Cooperation Days" will now be organised as "virtual brokerage event". The HANNOVER MESSE 2020 will not take place due corona pandemic situation. This means that all bilateral meetings organised within the framework of the event will be held as online meetings/video-conferences. With the "Technology & Business Cooperation Days 2020" Enterprise Europe Network Niedersachsen will continue the great success of the 2019 edition with nearly 600 participants from 37 countries. The event is the virtual place to acquire new technologies, concepts and solutions in the area of industrial automation as well to get in contact with potential suppliers and business partners to foster the international marketing and sales of already existing industrial products and services. Registration and booking of meetings is already possible now, participation is free of charge: <https://technology-business-cooperation-days-2020.b2match.io/>

Brokerage event Floating Offshore Wind Turbine 2020, September 07th - 09th, Marseille

FOWT 2020, the world's largest event dedicated to floating offshore wind is a true international and privileged place for business and partnering with 800 attendees, several high level conferences, B2B meetings for registered participants and meet the Buyers appointments. The objective of FOWT is to enhance the advancement of floating wind and to speed up its implementation into the global renewable energy mix. For 2020 FOWT's central theme will be " Floating wind: definitely accelerating, truly global". Further information and inscription: <http://www.fowt-conferences.com/en/2019/PRESENTATION/FOWT-2020>

MariMatch at SMM 2020, September 10th -11th 2020, Hamburg

On the occasion of SMM 2020, the leading international maritime trade fair, Enterprise Europe Network Hamburg invites you to participate in the international B2B-Networking-Event MariMatch! Representatives of companies, startups, associations, universities and research institutes offering or searching for innovative solutions for maritime industries, investigating new collaborations or looking for adequate project partners will get a great opportunity to discuss their ideas face-to-face in pre-arranged 20-minutes meetings. Experts can be booked for EU-funding advice and together with MCN, our local maritime cluster, we invite you to guided tours on "GreenTech from Northern Germany". We keep the fingers crossed that Covid-19 will allow us to meet in Hamburg in September. If that should not be possible, we will offer a virtual solution. Registration and booking of meetings is already possible now, participation is free of charge: <https://smm-marimatch2020.b2match.io/>

If you are looking for international partners products or services or a specific project, we will be happy to **assist by developing your own profile**. The usage of the Enterprise Europe Network database is free of cost.

GET IN TOUCH!

This NEWSLETTER is prepared by Enterprise Europe Network MARITIME sector group with members originating from 15 European Countries.

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To receive further information on a profile or an event, please give us a call or send us a message!

All profiles within Enterprise Europe Network database **do not include company or product names**. To get in contact with a potential partner we will transfer your contact details to the owner of the profile. You can decide for each request whether you would like to provide your data or not. This is to avoid spamming of not requested partner types!



Business Support on Your Doorstep

