

## Oportunidades de negocio SECTOR MARÍTIMO



### SHIPBUILDING

#### **Technologies sought for maintenance free life rafts.**

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel approaches to replace regulated safety checks on inflatable life rafts on cargo and passenger ships with another method to guarantee the reliability of these rafts in the event of an emergency. The company is looking for partnerships via a commercial agreement with technical assistance or a technical cooperation agreement. The company is especially interested in technologies that are near to market.

TRUK20171107001

#### **Add on system for hydrogen production and use as an additive in Internal Combustion Engines (ICE).**

A Cypriot SME developed an innovative system that can be added to an engine (end-of-pipe technology) without any modifications. The concept is to use hydrogen for more efficient combustion leading to decreased fuel consumption, emissions and cleaner engine. The system has been tested on different engines and is on type testing stage. Partners for technical cooperation agreement, commercial agreement with technical support or joint venture with specialisation in the maritime sector are sought.

TOCY20171130001

#### **Polish company specialized in manufacturing of modern motor boats is looking for distributors.**

Polish company specializes in manufacturing of modern motor boats and it is engaged in each stage of the production process, starting from a design project of a motor boat which is final tested on the water. The company is looking for distributors and agents worldwide.

BOPL20171130001

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**A Serbian producer of an innovative gyro-scopic stand for glasses in yachts, boats, limousines and planes is looking for part-ners through distribution agreement.**

A Serbian company has developed an inno-vative stand for glasses (portable for using on the table or other surfaces or for instal-lation in table or other surfaces) for yachts, boats, limousines and planes. It is electroni-cally controlled, prevents cup from tipping over, and the liquid to spills over the edge of the glass. The company seeks partner (yacht producers, yacht interior designers or yacht accessories sellers) through distri-bution agreement.

BORS20171227001

**OFFSHORE INDUSTRIES****First 3D time of flight (ToF) camera with the capability to record underwater.**

An Austrian SME has developed a prototype for a 3D ToF camera system to classify and track objects under water. High recording speed allows fast moving objects to be cap-tured or to map underwater structures. The system can be mounted on any installations and equipment including unmanned vehi-cles. The company is looking for a commer-cial agreement with technical assistance Alternatively a technical or a research coop-eration is possible to further develop the technology in (research) projects.

TOAT20171130001

**Opportunity to partnering in floating off-shore wind investment in UK**

A Swedish floating offshore wind power technology company is looking for invest-ment partners in the UK. The company has developed a ground breaking, patented design for floating offshore wind power plants, which have the possibility to reach the cost level of onshore wind. The compa-ny is now seeking strategic and investment partners for a demo project in Scotland.

The partnership types are financial agree-ment and/or joint venture agreement.

BOSE20171031003

**FISH, FISHERIES & AQUACULTURE****Cost-efficient techniques to develop household equipment for hydroponic aquaculture (aquaponics).**

Two Belgian social entrepreneurs have de-veloped a prototype for an aquaponics equipment to be sold to urban household but want to reduce production costs. Aqua-ponics or hydroponic aquaculture means cultivating vegetables and plants in symbio-sis with aquaculture. The equipment is aimed at promoting local sustainable pro-duction of food at. They are looking for aquaponics entrepreneurs for technical cooperation agreement or commercial agreement with technical assistance.

TRBE20171108001

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**German institute offers ultrasonic humidification-technology for defrosting process of fish.**

The ultrasonic-humidification technology to defrost fish by this German R&D institute provides a much better product- and process-quality. This process is at least 30% faster than conventional methods, the weight loss is reduced up to 50% and the product quality improves significantly. The technology is applicable from small batches to large industrial amounts of fish. It is offered for use under a commercial agreement with technical assistance or for cooperation under a license agreement.

TODE20180108001

**Polish company developing an environmentally-friendly autonomous water aeration system interested in concluding a commercial agreement with technical assistance.**

A company from Poland is offering an autonomous water aeration system using special dedicated wind turbines and compressed air tanks. The solution can be used mainly for maintenance of fish ponds, but also in other applications, including water purification. The offered solution is innovative and environmentally-friendly. Commercial agreement with technical assistance is considered.

TOPL20171208001

**Ukrainian company is looking for a business partner for the distribution of aerators for the effective enrichment of small and large reservoirs by oxygen with a high rate of oxygen dissolution in water.**

A well established Ukrainian company specialised in the production of submerged supercavitating aerators for efficient enrichment of small and large reservoirs with oxygen with a high percentage of oxygen dissolution in water, is looking for a business partner who is interested in distributing this product.

The company's products are well known in Ukraine and it wants to expand sales and distribution in EU countries. Distribution services agreement are sought.

BOUA20171117001

**PORTS & LOGISTICS****Improved Port Operations Safety via Vehicle Vision Systems.**

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel approaches to improve Port Operations safety, particularly in the on-loading and off-loading of unaccompanied freight for Ferry and Roll-Off/Roll-On vessels. The ideal solution would work with a broad range of freight types, haulage companies, and vessel types. The Scottish company is looking for partnerships via a joint venture or a technical cooperation agreement.

TRUK20180124001

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**Technology sought for automatic identification and tracking of vehicles and cargo with increased fire risk.**

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel approaches to identify vehicles and cargo containers with increased fire risk as they board vessels such as ferries and roll-on/roll-off (RoRo) cargo ships. The company would also like to track where on the vessel these vehicles/containers are parked. The Scottish company is looking for partnerships via a commercial agreement with technical assistance or a technical cooperation agreement.

TRUK20171107002

**Portuguese maritime tourism company seeks partners to promote its services abroad.**

Portuguese maritime tourism company from Madeira Island active in sailing, bird and whale watching, is looking for tour operators, travel agencies and tourism animation companies, to promote and commercialize its services among tourists who intend to visit Madeira Island in the near future. Through commercial agreements, potential partners have the opportunity to increase their offer range, in a typical tourist destination highly sought.

BOPT20161115001

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