

## SIMPLER NEWS

### Bandi e opportunità dalla rete Enterprise Europe Network

Gennaio 2014

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## Iniziative ed Eventi

### **Ecobuild & Resource matchmaking events Londra, 5-6 Marzo 2014**

**Enterprise Europe Network South-East UK** organizza due giornate di partnering nell'ambito di **Ecobuild** - fiera internazionale di riferimento per il **settore dell'edilizia sostenibile** - e di **Resource** - evento internazionale parallelo in materia di **sostenibilità delle risorse**.

Durante i partnering event espositori e visitatori potranno realizzare **incontri one-to-one preorganizzati** con lo scopo di avviare partnership commerciali, tecnologiche o di ricerca con imprese e centri di ricerca internazionali.

#### **Ecobuild 2014 – 5 Marzo**

##### **Aree tematiche:**

- Design sostenibile
- Tecnologie innovative per l'efficienza e la riduzione dei consumi energetici
- Nuovi materiali e tecnologie per le costruzioni
- Sistemi e attrezzature per l'utilizzo di energia da fonti rinnovabili

##### **La partecipazione all'evento è gratuita.**

Per partecipare all'evento è necessario registrarsi ed inserire il proprio profilo sul sito:  
<http://www.b2match.eu/ecobuild2014>

Le scadenze sono:

**28 Febbraio 2014:** registrazione ed inserimento dei profili

**1 Marzo 2014:** richiesta degli incontri individuali

#### **Resource 2014– 6 Marzo**

##### **Aree tematiche:**

- Gestione dei rifiuti e riciclo
- Energie rinnovabili
- Mobilità sostenibile

##### **La partecipazione all'evento è gratuita.**

Per partecipare all'evento è necessario registrarsi ed inserire il proprio profilo sul sito:  
<http://www.b2match.eu/resource2014>

Le scadenze sono:

**28 Febbraio 2014:** registrazione ed inserimento dei profili

**1 Marzo 2014:** richiesta degli incontri individuali

Finlombarda, partner di Enterprise Europe Network, è a disposizione delle imprese lombarde per assisterle nelle fasi di preparazione e partecipazione agli incontri di b2b a **Ecobuild** e **Resource**.

Per richiedere maggiori informazioni: [simpler2@finlombarda.it](mailto:simpler2@finlombarda.it)

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### **Company Mission BioEnergy Italy Cremona, 5-7 marzo 2014**

In occasione di **BioEnergy Italy**, la fiera tecnologica dedicata a **biomasse e fonti rinnovabili** che si terrà a Cremona dal 5 al 7 marzo 2014, Finlombarda organizza una Company Mission in collaborazione con partner danesi, spagnoli, croati e greci di Enterprise Europe Network.

BioEnergy Italy si svolge nel più grande e importante distretto italiano per la produzione di energia da fonti rinnovabili: in Italia si trova tra Lombardia ed Emilia Romagna il 52% degli impianti a biogas agricolo e il 25% delle installazioni fotovoltaiche.

A BioEnergy Italy, organizzata al centro di questo sistema produttivo, saranno presenti i maggiori investitori in fonti rinnovabili: aziende agricole, industrie alimentari e amministrazioni territoriali che stanno dimostrando di credere fortemente nel settore.

##### **BioEnergy Italy si focalizza sui seguenti temi:**

- Biogas, biomasse, biocarburanti solidi e liquidi
- Fotovoltaico, solare termico, eolico, idroelettrico e geotermico
- Componenti per impianti
- Riciclaggio e smaltimento dei rifiuti
- Sistemi di sicurezza
- Distribuzione di energia
- Monitoraggio, controllo e misurazione

- Produzione di energia
- Pulizia e ventilazione dei gas di scarico
- Commercializzazione di prodotti energetici
- Servizi

La Company Mission offre l'occasione a espositori e visitatori di BioEnergy Italy di **incontrare presso la fiera imprese e centri di ricerca provenienti da Danimarca, Spagna, Croazia e Grecia**, allo scopo di avviare collaborazioni scientifiche, tecnologiche e commerciali; saranno inoltre proposte ai visitatori stranieri **visite dirette a impianti e sedi di imprese ed enti** interessati a illustrare in modo approfondito le proprie competenze e realizzazioni.

Per partecipare alla Company Mission BioEnergy Italy è necessario registrarsi; ogni partecipante potrà richiedere gli incontri desiderati, selezionando imprese ed enti di interesse in base ai profili presenti in catalogo; l'agenda personalizzata degli incontri programmati verrà inviata a ogni partecipante nei giorni precedenti la fiera.

**Le scadenze previste sono:**

- **21 febbraio 2014** per l'inserimento del profilo
- **28 febbraio 2014** per la selezione degli incontri di interesse.

Per informazioni: [simpler2@finlombarda.it](mailto:simpler2@finlombarda.it)

## Bandi per la ricerca

### Lo "Strumento per le PMI" di HORIZON 2020

Horizon2020 **introduce** un nuovo "Strumento per le PMI" suddiviso in 3 fasi che coprono tutto il ciclo dell'innovazione dell'impresa.

**Caratteristiche principali:**

- Lo strumento è rivolto a tutti i tipi di PMI innovative che presentino una forte volontà di crescere, svilupparsi ed internazionalizzarsi
- Si applica in tutte le tematiche delle "societal challenge" e di Leadership in Enabling and industrial Technologies (LEITs)
- Il contributo comunitario è previsto esclusivamente per le PMI che possono presentare il progetto singolarmente
- La PMI può accedere anche direttamente alla fase 2
- Per i beneficiari dello SME Instrument sono disponibili le funzioni di coaching e mentoring per migliorare la propria capacità di innovazione e di business che saranno attivate con il supporto della rete Enterprise Europe Network

**Fase 1: Valutazione dell'idea progettuale**

- Valutazione della fattibilità tecnica e tecnologica e del potenziale commerciale
- Lump sum 50.000 euro, durata di 6 mesi
- Le attività comprendono fattibilità del concetto, la valutazione del rischio, ricerca di partner, proprietà intellettuale, ecc
- L'outcome è il business plan

**Fase 2: Attività di innovazione**

- Realizzazione del progetto di innovazione
- Concessione di 1-2,5 mil EUR, durata del progetto: da 1 a 2 anni
- Le attività comprendono dimostrazioni, prove, prototipi, linee pilota, progettazione, verifica delle prestazioni, ecc
- L'outcome è un business plan contenente le strategie di marketing e di commercializzazione e piano finanziario
- Sono finanziati il 70% dei costi diretti e il 25% dei costi indiretti

**Fase 3: Commercializzazione**

- Implementazione e commercializzazione
- Nessun finanziamento diretto, ma marchio di qualità e supporto indiretto attraverso strumenti finanziari
- Le attività includono l'accesso a finanziamenti privati, networking, formazione, gestione IP, ecc.

**Apertura delle calls: 01/03/2014**

**Deadline:**

2014		2015	
Phase 1	Phase 2	Phase 1	Phase 2
18/06/2014	09/10/2014	18/03/2015	18/03/2015
24/09/2014	17/12/2014	17/06/2015	17/06/2015
17/12/2014		17/09/2015	17/09/2015
		16/12/2015	16/12/2015

## **Calls e topics interessati dallo strumento per le PMI**

### **Industrial Leadership**

#### Information and Communication Technologies (ICT)

- ICT 37 2014/2015: Open Disruptive Innovation Scheme (45/45 mil. EUR)

- *innovative ICT concept, product and service applying new sets of rules, values and models which ultimately disrupt existing markets, prototyping, validation and demonstration in real world conditions, market uptake, strong EU dimension*

#### Nanotechnologies, Advanced Materials, Biotechnology and Advanced Manufacturing and Processing

- NMP 25 2014/2015: Accelerating the uptake of nanotechnologies, advanced materials or advanced manufacturing and processing technologies by SMEs (21.8/23.8 mil. EUR)

- *commercial uptake of nanotechnologies, advanced materials and advanced production technologies*

- BIOTEC 5 2014/2015: SME-boosting biotechnology-based industrial processes driving competitiveness and sustainability (3.8/2.4 mil. EUR)

- *market uptake and distribution of innovations tackling the specific challenge of boosting biotechnology-based industrial processes*

#### Space

- SME SPACE 1 2014/2015: SME instrument (8.5/8.75 mil. EUR)

- *any aspect of the Specific Programme for Space, especially in connection to the flagship programmes Galileo and Copernicus, application of terrestrial solutions to challenges in space and the development of certain critical technologies*

### **Societal Challenges**

#### Health, demographic change and wellbeing

- PHC 12 2014/2015: Clinical research for the validation of biomarkers and/or diagnostic medical devices (66.1/45 mil. EUR)

- *clinical validation of existing in vivo and in vitro potential biomarkers, especially disease related biomarkers, for short term uptake into clinical practice (not the identification of new ones), validation of the clinical performance of new diagnostic devices in combination with the biomarker validation or against existing standards*

#### Food security, sustainable agriculture and forestry, marine and maritime and inland water research and the bioeconomy

- SFS 8 2014/2015: Resource-efficient eco-innovative food production and processing (9/17 mil. EUR)

- *more resource-efficient and sustainable food production and processing, achieving a significant reduction in water and energy use, greenhouse gas emissions and waste generation, improving the efficiency in the use of raw materials, increasing climate resilience and ensuring or improving shelf life, food safety and quality*

- BG 12 2014/2015: Supporting SMEs efforts for the development - deployment and market replication of innovative solutions for blue growth (3/5 mil. EUR)

- *marine biotechnology and aquaculture applications, tools and technologies*

#### Secure, clean and efficient energy

- SIE 1 2014/2015: Stimulating the innovation potential of SMEs for a low carbon and efficient energy system (33.95/37.26 mil. EUR)

- *resource-efficient, cost-effective and affordable technology solutions reducing energy consumption and carbon footprint, low-cost and low-carbon electricity supply (including renewable energy as well as CCS and re-use), alternative fuels and mobile energy sources, a single smart European electricity grid*

#### Smart, green and integrated transport

- IT 1 2014/2015: Small business innovation research for Transport (35.87/38.96 mil. EUR)

- *market uptake and distribution of innovations tackling the specific challenges of the Transport Specific Programme*

#### Climate action, environment, resource efficiency and raw materials

- SC5 20 2014/2015: Boosting the potential of small businesses for eco-innovation and a sustainable supply of raw materials (17/19 mil. EUR)

- *promising ideas, products, processes, services and business models addressing the climate action, environment, resource efficiency and raw materials challenge*

#### Europe in a changing world – inclusive, innovative and reflective Societies

- INSO 9 2015: Innovative mobile e-government applications by SMEs (4 mil. EUR)

- *design and creation of innovative applications for mobile devices combining open public data and services with information and services offered by the private sector*

- INSO 10 2015: SME business model innovation (11 mil. EUR)

- *new business models for SMEs in traditional sectors, such as manufacturing industries, cultural heritage, creative industries, social services and tourism*

#### Secure societies – Protecting freedom and security of Europe and its citizens

- DRS 17 2014/2015: Critical infrastructure protection topic 7: SME instrument topic: "Protection of urban soft targets and urban critical infrastructures" (7/7.4 mil. EUR)

- *small-scale demonstration of innovative technologies and tools related to protection of urban soft targets (parks, squares and markets, shopping malls, train and bus stations, passenger terminals, hotels and tourist resorts, cultural, historical, religious and educational centres and banks) and urban critical infrastructures (energy installations and networks, communications and information technology, finance, water, supply chain and government), which are exposed to increasing security threats*

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## Ricerche Partner per Bandi Europei

### Fonte: ENTERPRISE EUROPE NETWORK

#### **1) Horizon 2020 - NMP 37 "On Demand Co-Production" (Ref. RDDE20131108001)**

A German university searches SMEs as partners of a H2020-Project dealing with new business models on an international network of SMEs, which will co-produce goods on-demand with retail customers in a sustainable manner. The network, focused on electronics, mechanical component manufacturing, digital manufacturing, component assembling or service organizations, will be supported by an interactive web platform, which supports the customer concerning product supply chains. Expected deadline May 2014.

#### **2) H2020 Call: Zero or Near Zero Carbon Vessels (Section 4, Waterborne - MG.4.1-2014) Seeking shipbuilders to co-develop low drag hull technology (Ref. RDUK20131220001)**

A UK company is part of a consortium of UK members seeking a European partner to join a Horizon 2020 funding bid. The aim is to develop a novel low-drag hull. They are seeking industrial partners in the shipbuilding industry to co-develop the innovation to proof of concept and to create a demonstration prototype. They are also seeking potential end users, such as supply ships.

#### **3) H2020 - ICT-18-2014 : Internet platform to support creative visual computing and video content production (Ref. RDDE20131211001)**

A German research institute suggests a concept for a project proposal under ICT18 call: Support the growth of ICT innovative Creative Industries SMEs. It envisages to establish an internet-based ICT environment for user-centered analysis and augmentation of videos to support generation of new video content. They look for innovative SMEs involved in video content production or users of new video content to contribute with technical tools and user requirements.

#### **4) Development of a high performance distributed shared memory system for programmers on Cloud platforms (Ref. RDNL20131219001)**

A Dutch research institute is looking for partners to submit a proposal for H2020 ICT-7 to develop a high performance distributed shared memory system as a platform to increase productivity of programmers who deploy on Cloud platforms. It simplifies harnessing multiple cloud servers together to cooperatively solve a single computing task.

## Ricerche di Partner Tecnologici e Commerciali

### Profili di ricerca/offerta di nuove tecnologie

Presentiamo di seguito alcuni profili di ricerca/offerta di nuove tecnologie di recente inserimento nella banca dati della rete **Enterprise Europe Network**:

#### Richieste di tecnologia

#### **1) CO2 laser cutting unit is sought for reciprocal production of CNC laser cutting machine (Ref. TRFR20131230001)**

A Turkish SME active in automatic machine tools (CNC) market is looking for CO2 laser cutting unit for co-development of CO2 laser cutting machine with more than 750 W-1 kW laser power. European industrial companies are sought for reciprocal production and/or or technical cooperation agreements. Joint venture agreements can also be negotiable in the long run.

#### **2) Industrial Partners for the development of a lead Vaccine against Pregnancy-associated Malaria.(Ref. TRFR20131121001)**

A French National Research Center has patented an invention opening the way of a Vaccine development against Pregnancy-associated Malaria. The Research Team is now looking for industrial partners to join the technology development with industrial standards of a such vaccine production and a CRO company to lead preclinical studies. Research and technological collaborations with licence agreements are sought to go further in the technology development.

**3) A Turkish chemical company is searching for the most economical drying system for the waste sludge of the soda plant. (Ref. TRTR20131212001)**

A Turkish chemical company produces soda chemicals with high amount of solid waste more than 500.000 tons/year. This solid waste has higher level of moisture (%50-60) with its chemical features. The company is looking for new economical solutions (filtration, decanter, etc) to reduce high level of moisture content of the waste sludge from %50-60 to below %10 by utilizing solar energy. The company is seeking partners for technical cooperation and commercial agreement with technical assistance.

**4) Innovative apparatus using spectrometry for identification and analysis of heavy metals during olive oil production and processing. (Ref. TRGR20131031002)**

A Greek chemical laboratory is looking for an innovative ICP-AES (Inductively coupled plasma-atomic emission spectrometry) apparatus for expanding its business to the identification and analysis of heavy metals, during the production and processing of olive oil. The company looks for manufacturers of ICP-AES technologies for commercial agreement with technical assistance. The company would prefer a fully developed technology, already at the market.

**5) Innovative electrolysis technology for the treatment and disinfection of water in order to allow to save costs (Ref. TRES20140108001)**

Spanish cluster is seeking innovative technologies for the treatment and disinfection of water for technological cooperation. The cluster consists of companies specializing in water treatment and hygienic in the tourism sector. They work with leading hotel brands in the Balearic islands with worldwide implementation, providing innovative solutions to a wide range of products and services for hygiene in the touristic industry, reaching high levels of microbiological contamination removal, and guarantee the safety in kitchens, stores, pools and generally throughout the hotel establishment.

**6) Homogenizer for high viscosity liquid food products (Ref. 12 LV 58AD 3R9H)**

Soft drink producer from Latvia is looking for a partner with technology for development and production of homogenizer for high viscosity beverages. The desired technology should be field tested and ready for immediate delivery. Company is interested in technical cooperation.

**7) Novel plastics and bio-based materials sought for the designer industry (Ref. 13 NL 60AH 3SSA)**

A Dutch company is specialized in the implementation of recyclable and sustainable plastics and ecological friendly bio-based materials. Its ambition is to optimize the use of these novel materials for a variety of innovative processes and designer projects. The company is looking for new materials (e.g. novel plastics, polymers and bio-based materials) as well as processing techniques and is interested in technical cooperation with companies active in the development and production of novel mat.

**8) Automated car parking system using robotic technology (Ref. TRGR20130926001)**

Greek company specialising in the design and manufacturing of standardized and customized elevators and escalators, is looking for partners to cooperate in order to develop new technology for automated car parking systems powered by electric motors or hydraulic pumps. The company is interested in concluding a technical cooperation and a manufacturing agreement as well as a commercial agreement with other companies with relevant expertise and know how.

**Offerte di tecnologia**

**1) Low consumption LED variable messaging sign (Ref. TOES20131121003)**

Spanish electronic company has developed an innovative whole new range of variable messaging signs with a built-in technology able to cut power consumption up to 80%. It expands the lifetime of the variable messaging sign, while reducing operating and maintenance costs. The company is looking for commercial agreements with technical assistance.

**2) Density, viscosity and temperature embedded sensor for original equipment manufacturer integration, online process control or laboratory analysis (TOFR20131121001)**

A French SME is designing and manufacturing embedded micro-sensors for continuous fluid analysis (Density + Viscosity + Temperature sensors). The technology finds applications in the chemical, oil & gas, lubrication, printing, power generation & transportation domains. These devices can be installed into larger equipment (analyzers), online onto process line or used standalone in laboratory. The company is seeking partners such as co-developers, integrators, distributors.

**3) Support with prototyping and manufacturing of lightweight structures, in bonded aluminium in particular (Ref. TOUK20131205001)**

A UK sports cars manufacturer has a long history and a broad IP portfolio in building lightweight structures. In particular, they are leaders in structures in bonded aluminium. The business is open to develop automotive collaborations while also looking to develop relationships across other market sectors, offering engineering, prototyping, manufacturing in low and high volumes. Manufacturing, services and technical cooperation agreements are being sought.

**4) Obtaining functional ingredients from agrofood waste (Ref. TOES20131205003)**

A Spanish biotechnology company has obtained functional ingredients from agrofood by-products with applications in food, pharmaceuticals and cosmetics. They are specialized in chitin and chitosan derivatives. As the compounds are obtained from agrofood by-products, the value of the production chain is increased and the production costs are reduced if compared with current process. They are looking for partners to develop these products under a technical or research cooperation agreement.

**5) A new process of cladding layer deposition on the solid core of a fiber laser (Ref. TOFR20140109001)**

A French university developed a new process of cladding layer deposition on the solid core of a fiber laser. This new process is rapid, simple and reduces costs. Industrial partners are sought for licence agreement or collaboration. technical cooperation.

#### **6) Chemical overcharge protection for lithium-ion batteries (Ref. 12 DE 0855 3PVM)**

A German university offers new substances to prevent an overload of lithium-ion batteries as used in many mobile applications. Overloading and explosion of the accumulator are thus avoided and the batteries made safer. The battery operation is not affected. Industrial licensees are sought.

#### **7) Public transportation guide and transportation schedule applications (Ref. TOTR20131125001)**

An IT company from Turkey specialized in transportation software has developed a new web based navigation system to help people who use domestic transportation to reach their destination easily. The company also developed a mobile application of this new system. This Turkish IT company is looking for partners from transportation sector and geographic information system (GIS) sector to test and adapt new applications and is interested in further development of the applications.

#### **8) Suspended solids removal system from (waste) water (Ref. 12 NL 60FI 3QYB)**

A Dutch SME offers a unique compressible filter medium, suitable for removing floating particles from waste water. The combination of high density and high porosity of the medium result in a high particle containing capacity per volume. The porosity reduces both the pressure drop in the filter and the filter energy consumption. Filtration speeds of 75 m/h. are possible. The company is looking for a commercial agreement with technical assistance.

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### **Offerte e richieste di collaborazioni commerciali**

Presentiamo di seguito alcuni profili di ricerca/offerta di collaborazioni commerciali di recente inserimento nella banca dati di **Enterprise Europe Network**:

#### **1) Serbian food industry machines producer is looking for similar partners. (Ref. 20120603009 BO)**

A Serbian company specialized in manufacturing of machines and equipment for food industry, transport equipment, steel constructions and other products wishes to be a subcontractor and is interested in reciprocal production agreements.

#### **2) Bulgarian leading importers of international wines in Bulgaria (Ref. 20121129012 BR)**

Bulgarian company with 10 years experience on the market as one of the leading importers of international wines in Bulgaria, is offering its products for trade intermediary services (agents, representatives) in the EU countries as well as offers its partnership for joint venture.

#### **3) Scottish company specialising in sale of timber products (wooden furniture and furniture panels) offers agent services to potential partners across Europe looking for entry to UK market. (Ref. 20130225041)**

Scottish company specialising in sale of timber products (wooden furniture and furniture panels) offers agent services to potential partners across Europe looking for entry to UK market. The company is interested in establishing a long term partnership with a manufacturer in order to sell their products and help develop their market share in the UK.

#### **4) Wood pellets supplier (Ref. BRFR20131205001)**

A French SME, working in the field of production and sale of organic products, would like to diversify its activity by selling wood pellets. The company is looking for suppliers of wood pellets. The company offers trade intermediary services in the French market.

#### **5) A Finnish furniture design company looking for manufacturer of metal components (Ref. BRFI2013102900)**

A Finnish start-up company designing furniture that are handcrafted to be aesthetically pleasing, functional and durable furniture from high-quality materials is looking for a company that manufactures furniture and furniture components in metal, e.g. clothes racks, hangers, metal frames for chairs, metal components for lamps.

#### **6) Latvian manufacturer of roofing accessories and ventilation elements is looking for distributors (BOLV20131128002)**

This Latvian company is producing roofing accessories and ventilation elements - good quality products with innovative design and 50 year warranty. Company's products are suitable for all kinds of climatic conditions. Company is looking for reliable long-term partner among distributors that are working with building material stores, building material import companies, bituminous roofing shingles trading companies etc. Company has experience in international cooperation.

#### **7) Swedish e-tailer of underwear is looking for new manufacturers of underwear (Ref. BRSE20131121001)**

A Swedish company who is selling branded underwear on their web store is looking to extend their portfolio with an own brand for male underwear. They are now looking for manufacturers who can help them produce their new clothing line of male underwear.

Subcontracting agreements are sought with the right suppliers. The company is interested in suppliers from Hungary, Turkey, Italy and Portugal.

#### **8) Swedish marketing company looking for IT-partners specialized in PHP, JAVASCRIPT and MYSQL (Ref. BRSE20131120001)**

A Swedish marketing company is looking for a partner who can assist them with programming activities on websites and databases using PHP, JAVASCRIPT and MYSQL. The Swedish company could be interested in speaking both with SMEs and universities and they seek outsourcing agreements with the right partners.

#### **Chi fosse interessato a richiedere:**

- maggiori informazioni sui profili tecnologici e commerciali in evidenza in questo numero
  - la segnalazione di ulteriori profili sulla base di specifiche esigenze
  - l'inserimento di propri profili tecnologici e/o commerciali
- può contattare: [simpler2@finlombarda.it](mailto:simpler2@finlombarda.it)**

## ENTERPRISE EUROPE NETWORK

Finlombarda, società di Regione Lombardia, è coordinatore del consorzio **SIMPLER**, nodo di accesso per la Lombardia e l'Emilia Romagna alla rete europea **Enterprise Europe Network**, costituita nel 2008 dalla Commissione Europea per supportare l'innovazione e la competitività delle PMI.

Nell'ambito della rete Enterprise Europe Network, Finlombarda offre servizi gratuiti di informazione ed assistenza per:

- individuare partner tecnologici e commerciali internazionali.
- partecipare a bandi comunitari di ricerca ed innovazione.
- accedere a nuovi mercati
- ricevere informazioni sulla legislazione e le opportunità dell'Unione europea

SIMPLER è cofinanziato dalla Commissione Europea e da Regione Lombardia – D.G. Commercio, Turismo e Terziario.

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