



## EurOpportunities

Smart Factory and Industry 4.0  
in France - Spain - Switzerland



Members of Enterprise Europe Network in Auvergne-Rhône-Alpes France, Catalonia Spain and Switzerland joined in order to identify relevant European Opportunities of development in Smart factory and Industry 4.0. Below you will find a summary of technology and business offers & requests as well as partner search for European Projects. Should you want more information, please do not hesitate to contact your local advisor (contact details p2). Enterprise Europe Network is cofunded by the European Commission and the regional organisms to help companies to innovate and grow internationally. <https://een.ec.europa.eu/>

### TECHNOLOGY REQUESTS

- **Looking for inductive sensor -based solutions for ferrous and non-ferrous metals detection to be integrated in sensor-based sorting equipment (Ref.TRES20190205001)**

A Spanish company that develops and manufactures sensor-based waste sorting equipment is looking for providers of inductive sensing solutions of ferrous and non-ferrous metals detection to be integrated in the machine-vision sorters manufactured by the company. They are interested in a technical cooperation agreement or a commercial agreement with technical assistance.

- **Looking for manufacturer of metal bellows expansion joints (Ref.TRCH20181116001)**

A Swiss intergovernmental organization / research centre is looking for supplier of 600 metal bellows expansion joints of internal diameters between 40 mm and 120 mm for connecting the hydraulic circuits of existing superconducting magnets.

The partner sought for a manufacturing agreement will be able to deliver the bellows according to the tolerances listed.

### TECHNOLOGY OFFERS

- **Logistics intelligent real time monitoring solution with cold chain Certification is looking for first adopters in UK pharma distribution sector (Ref.TOES20180808001)**

A Catalan startup specialising in cold chain logistics, warehouse and shipment technology, offers a certified solution for pharma deliveries in multimodal transshipments, giving control & care of sensible merchandise in real time and saving costs by using predictive models. They are seeking early adopters specialising in pharma logistics to test the solution via services or commercial agreement with technical assistance or by licencing the solution to upgrade their premium services.

- **Smart IOT tool for Lean management of material supply in manufacturing plants (Ref. TOES20171016001)**

A Catalan company has developed an automatic system for material supply management. This platform helps customers to make their work processes lean and improve the efficiency of the material supply chain. This smart tool manage the factory in real-time to provide automatic management of Kanban calls and the tools to analyse and apply the improving to lean the production processes. They are looking for an industrial client interested in a commercial agreement with technical assistance

- **Sensor-based and machine vision waste sorting equipment (Ref. TOES20180410002)**

A Spanish company based in Barcelona has designed a new sensor-based and machine-vision sorting equipment for recycling and waste treatment. It integrates industry 4.0 applications with self-monitoring and connectivity, allowing real-time access to sorted materials data. Versatility, speed and precision are provided when identifying and separating very different materials. They are looking for partner for a commercial agreement with technical assistance or a technical cooperation agreement

- **Cost effective and energy efficient new desalination process**  
(Ref. **TOES20180917001**)

A Spanish SME has developed a desalination process that allows to obtain distilled water and to recover dried salts from saline water. The desalination succeeds by means of compression, heating and injection mechanisms. This technology is very energy efficient and the maintenance costs are very low comparing with the reverse osmosis technology usually used for desalination. The SME is interested in a manufacturing or a technical cooperation agreement.

- **Electronic Logbook Solution for Industrial Operations**  
(Ref. **TOCH20180328001**)

A Swiss SME has developed an innovative e-logbook solution for industrial operations in collaboration with space agencies. The proposed solution is faster than traditionally handwritten logbooks and includes innovative collaboration and traceability features. The Swiss SME seeks a commercial agreement with technical assistance, a license or a technical cooperation agreement with strategic partners with access to other industrial markets or potential users to jointly develop use cases.

- **Gas detection system for the 4.0 industry based on infrared camera and sniffer.** (Ref. **TOES20180629001**)

Spanish tech-based company, has developed a gas detection system for the 4.0 industry that combines a low cost infrared camera (based on spectrally adapted and high sensitivity imaging technology) and a gas sniffer. It measures the concentration of gases and can easily detect and identify fugitive gas emissions in order to improve overall efficiency of the chemical, oil & gas, utilities, and many other industries and facilities. The company is looking for license agreements.

- **A Spanish SME offers its expertise as ICT partner in designing and implementing Technology 4.0 solutions combining Cloud & Data Analytics**  
(Ref. **TOES20181212001**)

A Spanish SME offers its expertise in designing and implementing Industry 4.0 solutions combining Cloud-based IT architectures, software development, and Data Analytics approach. Its toolbox offers organizations the opportunity of extracting valuable knowledge from data, either by developing ad-hoc ICT platforms for data analysis or by integrating systems from different sources. Is looking to establish Joint venture agreements, Research cooperation agreements or Technical cooperation

- **3D additive manufacturing machine for tubular medical devices for technical cooperation or license agreements**  
(Ref. **TOES20180130001**)

A Spanish research group has developed a 3D additive manufacturing machine for tubular medical devices, based in the Fused Filament Fabrication (FFF) and the 3-axis 3D printing technologies. The group is seeking stents manufacturers for technical cooperation agreement to co-develop the technology and license agreement to bring it to the market.

### **BUSINESS OFFERS**

- **A French company specialized in serial production of plastic parts in traditional injection, bi-material injection and overmoulding offers subcontracting and outsourcing agreements to potential partners**  
(Ref. **BOFR20190130001**)

A French company located in the center of France is specialized in plastic tradi-

tional injection, bi-material injection and overmoulding. The company is ISO 9001 certified, it has a large production capacity thanks to more than 40 moulding machines, and already supplies every business lines. It proposes subcontracting and outsourcing agreements in plastic injection to potential partners based in Germany, Belgium, Switzerland, Netherlands, United Kingdom, Italy and Spain.

- **Spanish ICT company offers Big Data, data analytics, information systems, MRO (Maintenance, Repair and Operations) and predictive maintenance, under subcontracting and commercial agency agreements** (Ref. **BOES20171117001**)

Spanish company specialized in Big Data, data analytics, information systems, MRO (Maintenance, Repair and Operations) and predictive maintenance is looking for partners interested in implementing innovative and customized solutions for performance efficiency optimization, Industry 4.0 and employment & benefit law (productivity). The company is looking for subcontracting and commercial agency agreements.

- **Spanish company offering complete, personalised robotic, turn-key solutions for three-dimensional cutting within a manufacturing agreement.** (Ref. **BOES20180124001**)

Spanish company manufacturing special machinery offers complete (peripheries, tools, software, etc.), personalized 3D cutting solutions within a manufacturing agreement for companies that require a precise, fast and clean cutting process. Suitable for all types of sectors and industries, the machinery adapts perfectly to the customer's process, product (material, geometry, specific features, etc.) and requirements (type of cut, handling, robot, etc.).

### **Contact Enterprise Europe Network**

Should you need any further information regarding the above partnership opportunities, events or services please contact your local advisor:



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