

enterprise europe

Maritime Industries News #16



Business Support on Your Doorstep

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.

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.

The **Sector Group Maritime Industries & Services** has now 18 active members originating from 13 European Countries.

To learn more about the sector group please visit:

<http://een.ec.europa.eu/about/sector-groups/maritime-industry-services>

SHIPBUILDING

TRUK20170814001

Technology sought for recovering energy from exhaust gases

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel, cost-effective approaches to recover energy from the exhaust gases of ship engines and to transform it into more useful energy such as electricity to supply hotel loads on board the ship. The Scottish 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.

TRUK20170810001

Maintaining the performance of high grade lubricant oils

A shipping company with a registered base in Scotland is looking for new approaches to maintaining the performance of lubricant oils. Technology is sought that will improve the lifetime of the oil by monitoring and maintaining the characteristics of the oil. The Scottish company is looking for commercial agreements with technical assistance or a technical cooperations agreement. The company is especially interested in technologies that are near to market.

TOUK20170911001

Patented new innovative torque coupling technology with applications in automotive, industrial and marine sectors

UK SME has developed several innovative torque coupling technologies with applications in automotive, aerospace, industrial and marine sectors. The couplings combine the benefits of a gear coupling with the functionality of a universal joint, occupying a unique space in the market as a cross over technology. Evaluation/development and/or manufacturing partners with a route to global market are sought together with private investors. Cooperation on a licence and/or financial agreement basis.

TONL20170711001

Maritime fuel reduction technology - based on predictive modelling and big data - for owners of short sea / deep sea ships

A Dutch tech-startup, combining maritime research and experience, has developed a fuel efficiency service for seagoing ships. The company uses big data based predictive models to provide insight on fuel saving opportunities. Savings up to 20% on fuel consumption have been proven. Recommendations vary from aspects of operation to the configuration of propulsion. The company is looking for owners, of short sea and deep sea ships for commercial agreements with technical assistance.



Maritime Industries News #16

TOES20170707001

Connected real time and big data analysis maritime fleet intelligence platform

Spanish sensor network technologies specialised company is offering a maritime fleet intelligence platform that collects and analyses with big data technologies the sensor data generated by ships. The platform is customisable and can be easily integrated with sensor systems. The company is interested in commercial agreements, paired with technical assistance to adapt the technology to the client's needs.

BRFI20170817001

Finnish company is looking for subcontractors and suppliers for shipbuilding projects

Finnish company active in shipbuilding industry is expanding its operations and is therefore looking for suppliers and subcontractors from various eastern European countries. Suppliers of fittings, marine furniture and sanitary units and subcontractors for tech. installations and for design & engineering are of particular interest. Company is looking for long term manufacturing, subcontracting and outsourcing partnerships.

BODE20170927001

German SME manufacturing high-end monitoring and alarm systems for sea vessels looks for sales agents worldwide to sign commercial agency agreements

International sales agents with a good network to shipping companies are sought for distribution of a renowned German brand of integrated monitoring and alarm systems for vessel's engine and ship operation control. A Northern German SME has recently taken over this brand and now searches for reliable partners for long term cooperation in form of commercial agency agreements.

BOFR20161220001

A shipyard services Company from Martinique is looking for a commercial agent

A French company, specialised in shipyard services such as: dry-docking, afloat repairs, services on boilerworks, from mechanic to electric and hydraulic assistance. The company is active in all sea related industries and is looking for a commercial agent to represent it in different countries.

BOGR20160615001

Subcontracting services offered in the industrial and maritime sector

A Greek company specialized in machining for manufacture and repairs in industrial and maritime sector, is looking for partners to offer its subcontracting and services.

BRTR20170921002

Turkish company working with repairing, maintenance, sales and purchase of jetski, boat and engines, seeks new suppliers

A Turkish marine company, based in Antalya, works with repairing, maintenance, sales and purchase of jetskis, boats, marine engines and selling various types of marine equipment like yacht buoys, hose, fender, life vest etc. They are looking for new suppliers in a range of marine products.

OFFSHORE INDUSTRIES

TOUK20170724002

Hydrokinetic device for the marine renewable energy sector capable of converting tidal or wave energy into electricity

UK SME developing a hydrokinetic device (turbine) for the marine renewable energy sector capable of converting either wave, tidal or both wave and tidal energy into electricity, a world first. They seek partners to co-fund further development and delineation of their technology. Cooperation on a financial or joint venture agreement basis will be considered.

TOUK20170801001

Co-development and testing of novel wave energy converter

A UK company has developed a novel wave energy converter that produces electricity from the churning of water at the bottom of the ocean via a turbine. The turbine uses an oscillating water column and would operate 24 hours a day, producing two megawatts of power per hour. They are seeking French universities in coastal regions to test and co-develop the device via technical cooperation agreement and French engineering companies to produce the device via manufacturing agreement.

NEWS

European Union leads the way on global actions for better governance of the oceans

More than six billion euros committed by public and private actors to better manage our oceans at European Union-hosted conference in Malta. The European Commission has announced over €550 million of EU-funded initiatives to tackle global oceans challenges, at the Our Ocean Conference 2017 in Malta, co-hosted by High Representative/Vice-President Federica Mogherini and Karmenu Vella, Commissioner for Environment, Maritime Affairs and Fisheries.

The commitments announced in Malta made by the Commission and by other public and private actors from 112 countries around the world reached over €6 billion. The resources will be invested to strengthen the fight against marine pollution and enlarge protected areas, reinforce security of the oceans, foster blue economy initiatives and sustainable fisheries and intensify the EU efforts against climate change, in line with the Paris Agreement and the Sustainable Development Goals under Agenda 2030. Participants also announced the creation of new Marine Protected Areas spanning more than 2.5 million km², or more than half the size of the entire European Union.

[Read more.](#)

Source: European Commission - Press release

PUBLIC TENDER

2017/S 206-426734

Norway-Bergen: Specialised boats

[Read more*](#)

2017/S 204-420214

United Kingdom-Bootle: Lifeboats

[Read more*](#)

2017/S 204-420239

Ireland-Dublin: Marine equipment

[Read more*](#)

2017/S 206-424754

Sweden-Norrköping: Global navigation and positioning systems (GPS or equivalent)

[Read more*](#)

*www.ted.europa.eu



Maritime Industries News #16

FISH, FISHERIES & AQUACULTURE

TRUK20170823001

Seeking researchers and companies to join aquaponic systems with vertical living wall systems to grow fish and vegetal products

A UK university research group is seeking commercial and academic partners with expertise and experience in aquaponics, urban agriculture or living walls to co-develop a new system. They are seeking partners with existing technology or research to co-develop the innovation, or to join funding bids within H2020, via technical cooperation or research cooperation agreements.

TODE20170919001

Proteomic fingerprinting as a rapid and cost-effective tool for the identification and traceability of fishery products

A German SME, offers proteomic techniques as a service for the identification of commercial fish, seeks research and business cooperations with the industry to apply the method to a wider field of products and uses and optionally refine methodological procedures. Proteome fingerprinting benefits over classical methods (as DNA-based tools) in time, costs and quality analytical standards. Targeted types of cooperation are technical agreements and commercial agreements with tech. assistance.

TOFR20170725001

Solutions for the restoration and development of marine habitats and for the enhancement of marine biodiversity in degraded or artificialized marine environments

The French company provides services in design, construction and supply of solutions for the restoration and enhancement of marine biodiversity. Applications concern ecological integration of maritime infrastructures, support of fisheries and leisure activities, ecological restoration of damaged marine areas, coastal adaptation to climate change. The company is looking for technological partners to develop new products through research cooperation, services or technical cooperation agreement.

TOES20171006003

Innovative process of integrated culture of marine species

A Spanish university has developed a procedure for combining marine species culture in the same place (integrated multi-trophic aquaculture). The main culture may be any of the species used in aquaculture and the second one involves the culture of amphipods that feeds on waste generated by the main culture. The main advantage is the cost-effectiveness of this procedure: the same infrastructure is raising an additional specie. Companies for license or technical cooperation agreements are sought.

BRTR20170921002

Turkish marine vehicle company working with repairing, maintenance, sales and purchase of jetski, boat and engines, seeks new suppliers

A Turkish marine company, based in Antalya, works with repairing, maintenance, sales and purchase of jetskis, boats, marine engines and selling various types of marine equipment like yacht buoys, hose, fender, life vest etc. They are looking for new suppliers in a range of marine products.

PORTS & LOGISTICS

TONL20170828001

Positioning technology for mobile robots and autonomous vehicles to navigate in dynamic indoor and outdoor environments without requiring infrastructure

A Dutch SME is specialized in the development and production of positioning technology modules that enable manufacturers of robots and autonomous vehicles to create new logistic solutions. Most important advantage of the positioning technology is accurate indoor and outdoor positioning without requiring infrastructure. The SME is interested in commercial agreements with technical assistance to develop new navigation solutions for mobile robots and autonomous vehicles.

NEWS

MARIMATCH 2017 – additional programm points INNOVATION PITCHES and OPEN INNOVATION CHALLENGES

In the framework of EUROPORT 2017 in Rotterdam the Enterprise Europe Network organizes again the brokerage event Mari-Match on 8th and 9th November. This year Kamer van Koophandel has additionally organized the side events INNOVATION PITCHES by EU-SME Instrument Champions and OPEN INNOVATION CHALLENGES by maritime innovators to support companies during the search for new technologies for defined problems. The INNOVATION PITCHES offers highly innovative SMEs, selected by the Enterprise Europe Network, the opportunity to pitch their innovative technology for a targeted audience of maritime professionals. Together with other SME Instrument Beneficiaries a dynamic and attractive pitching program will be presented to the visitors of Europort. The OPEN INNOVATION CHALLENGES gives maritime innovators the opportunity to share their innovation challenge in an open setting to speed up innovation processes and meet with new innovative technology suppliers. During 1:1 meetings with pre-selected companies maritime innovators can explain their innovative needs.

*Maritime Industries News is published by NBank and WTSH, Enterprise Europe Network partners. The Enterprise Europe Network is funded by the European Commission. Neither the European Commission nor the EACI nor any person acting on their behalf may be held responsible for the use to which information in this newsletter may be put, or for any errors which, despite careful preparation and checking, may appear.



Maritime Industries News #16

BODE20170607001

German company offers services agreements on engineering consultancy for challenging constructions in maritime surroundings and for planning of industrial sites

A Northern German SME offers its cooperation for challenging engineering consultancy services for the development, management, design and implementation of projects related to constructions in maritime surroundings. Planning of ports and terminals, hydraulic and coastal engineering as well as industrial planning are the company's key expertise. Services agreements or subcontracting agreements with international partners are sought.

EVENTS

International matchmaking during WindEurope conference and exhibition 2017 (29. and 30.11.2017), Amsterdam/ Netherlands

The Wind Energy Matchmaking 2017 brokerage event offers business contacts to industry, science and technology professionals in the wind energy sector (onshore and offshore wind energy), who are looking for potential partners in the Netherlands and other countries to ensure sustainable business development and growth. The event is aimed at SMEs, especially those carrying out innovative work, research institutions and universities, who are active in the field of wind energy.

Register at www.b2match.eu/windenergymatchmaking2017

Blue Economy Naples Brokerage Event 2017 (29.11.2017), Naples/ Italy

The UfM Regional Stakeholder Conference on Blue Economy will take place with the ultimate aim to: i) consolidate the Mediterranean blue economy community through the exchange of ideas and views among key stakeholders; ii) capitalize on the experiences and lessons learned so as to stimulate cross-fertilization and foster large partnerships; iii) discuss the opportunities and challenges of the various blue economy sectors in terms of jobs creation and investments potential.

This two-day international and multi-stakeholder Conference will gather governments' representatives, regional/local authorities, business sector, universities/training and education centers, international development agencies, international organizations, and civil society organizations dealing with marine and maritime issues

In the framework of the Conference, on the 29th November a Brokerage Event will be organized, within the activities of Enterprise Europe Network –BRIDGEconomies_2 Consortium and in collaboration with the Enterprise Europe Network Maritime Sector Group.

Brokerage @ SYAT - Ship & Yacht Advanced Technology for leisure vessels and ports solutions (29.11.2017), Monfalcone / Italy

"SYAT - Ship & Yacht Advanced Technology for leisure vessels and ports solutions" will be organised on November 29th in the prestigious Shipbuilding Museum MuCa, located nearby Fincantieri shipyard. The event is devoted to the advanced maritime technologies, for SMEs who wish to showcase to international key players, innovative solutions in terms of products, processes, services for passengers' mobility, applicable to cruisers, ferries, recreational vessels and/or commercial ports and tourist marinas. The brokerage is coorganised with the support of the EEN Bulgaria and EEN Croatia, and the involvement of the relevant Maritime Clusters from Friuli Venezia Giulia, Bulgaria (Varna) and Croatia (MarC). At the event, both, innovative companies, as well as maritime sector key players (shipyards, architects, marinas, ports, prime contractors) are expected. SG Maritime & Industry members are have also been informed about the event and will signpost the event in their maritime network.

Registration to the brokerage and profile selection at the link <https://syat.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!

Your regional Enterprise Europe Network Partner is:

Melanie Albrecht

Phone: +49 511 300 31 368

Fax: +49 511 300 31 11 368

E-Mail: melanie.albrecht@nbank.de

Nils Benne

Phone: +49 511 300 31 367

Fax: +49 511 300 31 11 367

E-Mail: nils.benne@nbank.de

To receive further information on a profile or an event, please cross the connected reference number below and send this for via fax or e-mail to the above listed EEN partner:

- TRUK20170814001
- TRUK20170810001
- TOUK20170911001
- TONL20170711001
- TOES20170707001
- BRFI20170817001
- BODE20170927001
- BOFR20161220001
- BOGR20160615001
- BRTR20170921002
- TOUK20170724002
- TOUK20170801001
- TRUK20170823001
- TODE20170919001
- TOFR20170725001
- TOES20171006003
- BRTR20170921002
- TONL20170828001
- BODE20170607001

All profiles within Enterprise Europe Network database **do not include company or product name**. 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!

