

Networking⁴Enterprise

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inTEND International tenders alerting service

The Enterprise Europe Network aims at making the life of SMEs in Europe a bit easier by supporting them in their understanding of what is going on in the EU in terms of legislation, EU funding, assistance in entering other countries' markets by finding partners for them, or through helping with cross border procurement.

Public procurement is not for everybody but you should still ascertain whether it is for you. The procurement process can be daunting but once you understand the rules of this game you can keep on playing much more easily and hopefully winning. International tenders might seem scary – but we're here to help you.

What we offer:

- Helping companies with their understanding of how the public sector in the EU as well the United Nations buys;
- Developing an online knowledge base to support companies in their bids;
- Supporting SMEs by hosting events and workshops focusing on international tenders, and giving companies the opportunity to speak with procurers.

3 months free tender monitoring service

Is there any contract you could apply for? Let us show you! Totally free for 3 months with no subsequent obligation, we will look for contracts for you and email you the results on a daily or weekly basis. We will also be here to assist you in understanding how to get on with your bid.

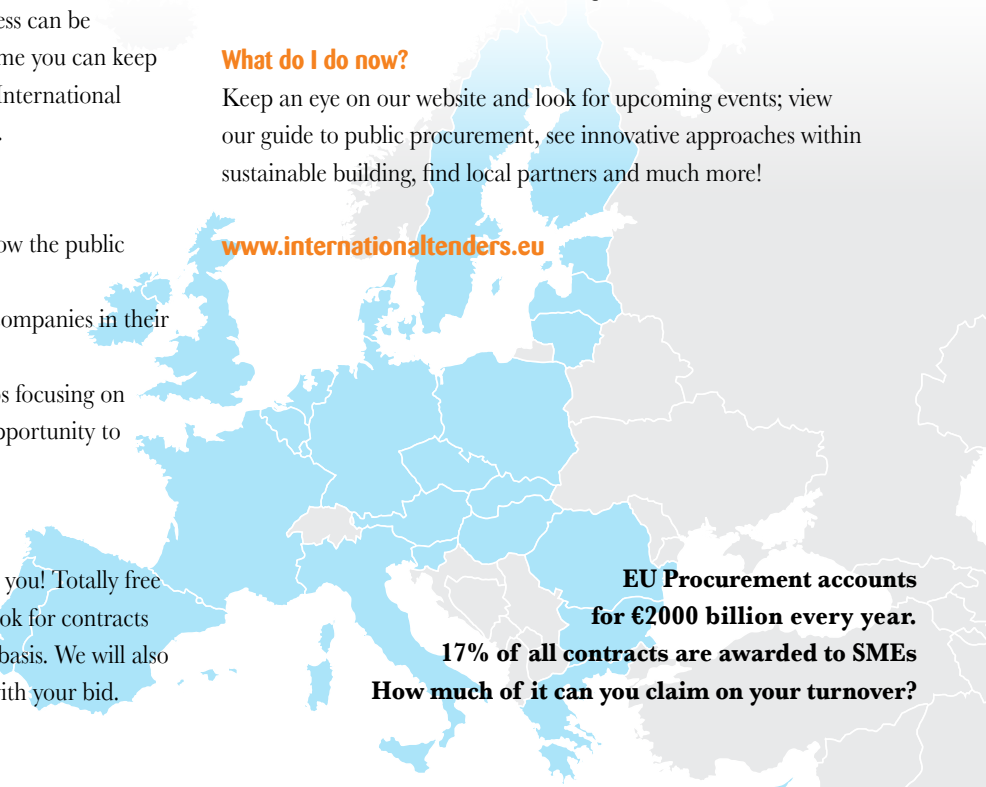
“Meet the Buyers” events

Once you understand the basics you can get on with procurement more easily. Attend our tender workshops where we will tell you all you need to know to get started and participate in our events abroad where you will be able to meet with international procurers.

What do I do now?

Keep an eye on our website and look for upcoming events; view our guide to public procurement, see innovative approaches within sustainable building, find local partners and much more!

www.internationaltenders.eu



EU Procurement accounts for €2000 billion every year.

17% of all contracts are awarded to SMEs

How much of it can you claim on your turnover?

Tapping procurement opportunities

Procurement is the process of activities by which goods, services and works are bought. The process typically includes such activities as writing out a specification of everything that is needed, where it is to be advertised, how long before companies have to respond, how they respond and so on.

Typically, a public body or organisation is a body that is supported by Public Funds (your taxes basically). Good examples are: The health service, the municipality or town council, schools and other educational institutes, government organisations, utility companies (water, electricity, gas), hospitals, police and defence.

Public procurement is the process by which Public Sector bodies buy services, goods or build things. As they are spending our money they have to follow a very strict set of rules. They also have to be seen to be open and honest and they are bound by many legal Acts. They have to justify everything they do. If they do not follow the rules then they can be taken to court and there are many lawyers watching out for mistakes. However, the rules are more relaxed if the sums involved are smaller.

On the other hand, a tender is a document that you are asked to fill in to show exactly how you will do the job, what it will cost, what technical skills you have to do the work and so on. You cannot fill in a tender until you receive an Invitation to Tender (known as an ITT). To confuse matters it is sometimes called an Expression of Interest but at some stage it will become an ITT.

In business terms it is a sales opportunity. If you win then you will have sold goods or services or built something which you can be very sure you will get paid on time for.

There are SALES opportunities totalling 2,000 billion Euros (2 trillion Euros) issued each year by public bodies in the EU. This corresponds to one sixth of all GDP. The things they seek to buy range from paper clips to the building of new aircraft carriers.

You may have sold to the private commercial sector before. Selling to the public sector is very different. Some larger companies even set up their own bidding teams for dealing with public sector work as the rules and processes are very different.

It is unusual to find one source of information for tender opportunities although the website mentioned on the front page

[www.internationaltenders.eu] comes pretty close!

As we said earlier the public procurement process has rules and regulations. These apply to how the opportunity is advertised. The larger the amount involved the stricter the rules.

There are certain thresholds which determine where an opportunity can be advertised. This we saw in section 2 with the purchasing guidelines.

Smaller opportunities can be found through the following channels:

- Newspapers websites
- Trade press
- They may be sent to you in which case you should ask yourself why? (Maybe they are asking for the 3rd quotation to satisfy their internal rules)
- Main contractors
- Word of mouth
- Government websites
- Tenders electronic daily (for all EU tenders over the EU threshold)

Go to our website www.internationaltenders.eu to learn more about your access to public procurement and tender watching.

OHSA's good practice award competition



As an acknowledgement of the contribution of entities towards the promotion and safeguard of adequate levels of health and safety at the place of work, the European Agency for Safety and Health at work (EU-OSHA) in collaboration with its Maltese Focal Point, the Occupational Health and Safety Authority (OHSA-MALTA) organizes a yearly Good Practice Award competition. The aim of this award is to make employers and workers aware of the benefits derived from good safety and health practices to control risk at work. Winners of the Maltese competition are given an award in recognition of their efforts.

The Occupational Health and Safety Authority is inviting interested artists or artistic teams to participate in a design competition for a new OHSA's Good Practice Award. Since this is awarded every year, the award would need to be reproduced annually. Interested parties are invited to submit proposals for this commemorative trophy. Submissions have to include the following:

- Preliminary drawings or models in any media that clearly explain the concept and interpretation of the subject. The Proposals also have to consider including commemorative text as part of the design to be subsequently provided by OHSA.
- Recommended materials for the final product and any other necessary details for its proper execution. The designer whose

work would be chosen by the selection board would be expected to monitor the manufacture process throughout.

- Any other explanatory notes which the designer may consider relevant for the better understanding of his proposal.

The selected proposal will be chosen by an apposite panel.

All submissions will be put up for public display during a week long exhibition at the Office of the Prime Minister. Monetary prizes will be awarded to the participants who place first, second and third as shown below. All other participants will be given a certificate of participation. The submission which places first will be manufactured and used by OHSA as the OHSA's Good Practice Award. It should be clearly noted that full ownership of the chosen submission rests with OHSA.

Monetary Prizes

- 1st Prize: €750 •
- 2nd Prize: €500 •
- 3rd Prize: €250 •

All submissions, including contact details, are to reach the Occupational Health and Safety Authority at 17, Edgar Ferro Street, Pieta PTA 1533 by not later than **Friday 6th January 2012.**

An acknowledgement letter will be provided by OHSA on submission.

Further information may be obtained from Mr Remigio Bartolo, OHSA on phoning 21 247 677



Promotional literature for export purposes

When exporting, it is important to consider the particular characteristics and peculiarities found in the market one is targeting due to the fact that markets often differ considerably from one another in many respects.

Amongst others, if an advertising agency is commissioned to produce any promotional literature, it is very important for the agency to be fully briefed on a number of corporate aspects including the suggestions hereunder. There are of course many more factors to keep in mind but the following are just a few which an enterprise could take into consideration when preparing its promotional/export sales literature.

Various factors should be taken into account so as to ensure an effective promotional effort. These include issues such as:

- Language differences;
- Cultural and social differences;
- Political and economic differences;
- Differing sales and distribution channels;
- Differing business practices.

Remember that sales literature can perform a variety of functions:

- Introduce your country to interested parties;
- Introduce or generate interest in your company;
- Introduce or generate interest in your products or services;
- Provide a detailed description of your products or services;

- Explain how to do business with your company;
- Serve as a reference for use by customers;
- Create or reinforce a favourable image of your company;
- Create or reinforce a favourable image of your products or services;
- Stimulate trade enquiries.

Export sales literature will usually be most effective if the:

- Target audience has been identified and specific objectives defined;
- Literature has been prepared with these objectives in mind;
- Literature is effectively distributed to the appropriate target audience or potential customers.

Before one starts developing or commissioning their sales literature, one should ask oneself the following questions:

- Is your country sufficiently known?
- What is the business of your target audience?
- Is that person an importer, an industrial user, a retailer, or a consumer?
- Is the reader's main interest likely to be in your products, your company or both?
- What would the target audience want to know about your company?
- What would the target audience want to know about your products or services?
- What action do you want the target audience to take?

As sales literature should be targeted to the identified potential customers, the exporter should ideally have various kinds of promotional literature suited for different functions. Certain literature could also be a combination of any of the below:

- Company brochures and leaflets;
- Product leaflets;
- Data sheets;
- Catalogues;
- Price lists;
- Sales promotion letters;

The preparation and presentation of an enterprise's promotional or sales literature is an important task in its export endeavours. Suitable literature should therefore be informative, cost-effective, functional and not necessarily expensive. The contents and presentation of such promotional or sales literature will help facilitate communication between the enterprise and its prospective clients. Another important factor that one has to keep in mind is that, after meeting with a prospective client, the only reminder of the enterprise and its products or services that is left with the client is the promotional literature itself.

Therefore remember to:

- Make it interesting;
- Get your message across clearly;
- Keep it relevant; and
- Make it attractive but cost-effective.

Business Opportunities

PS445

A Slovenian company specializing in the production of metal structures is looking for distributors to sell its products through specialized shops.

PS446

An Estonian engineering company offers its services as subcontractor in product design and manufacturing of special purpose machinery, jigs, tools and stamps.

PS447

A Russian company specializing in manufacturing and repair of industrial metal ware is looking for trade intermediary services and is offering subcontracting services.

PS448

A Turkish company specializing in manufacture of batteries and accumulators, electric motors, generators and transformers, and other electrical equipment is looking for trade intermediaries, subcontracting or joint ventures. Moreover the company deals with renewable energy systems, energy storage systems and solar systems and is mainly looking for production and technology partners, research centers, project development partners and related product suppliers.

PS449

A Turkish company specializing in manufacture of all types of stainless steel production including spare parts for recycling plants and conveyors is looking for subcontractors.

PS450

A Czech company producing LED lighting is looking for distributors and wholesalers of its products. The company can also supply product components in order to be assembled by the partner. The company is able to do an expert assembly on spot and transport the products directly to the customer.

PS451

A Hungarian company specializing in manufacturing and distributing wood furniture parts offers its services as subcontracting and trade intermediary.

PS452

Union of Russian companies specializing in development, manufacturing, modernization, selling and maintenance of special technological equipment, offers trade intermediary services and reciprocal production, and is looking for transport and logistics support.

PS453

A Turkish company active in manufacturing progressive dies and stamping sheet metal parts according to their customers design is looking for trade partners and offers outsourcing/subcontracting agreements to manufacture related products.

PS454

A Spanish company specializing in warm screws and plungers for rubber and plastic extrusion, manufacturing of dies for use in the manufacture of vehicle tire rims, construction of rollers and extension bars for the paper and cardboard industries, precision machine-work with CNC milling machines, manufacturing and assemble of machinery according to customer's drawing, maintenance service and technical assistance in paper and cardboard factories; manufacturing of roll and unroll mandels for cutting line of sheet, paper and manufacturing of slitters for cutting lines of sheetmetal, paper etc. is looking for subcontracting cooperation.

PS455

A Turkish company in the food manufacturing sectors is looking for trade intermediaries. It is also interested in any related joint ventures and reciprocal production.

PS456

A Turkish company specializing in the manufacture of metal parts and machinery design is interested in finding trade intermediaries, reciprocal production and joint ventures. As an active supplier industry company it offers its subcontracting services. The company is experienced in special automation, gauge and fixture design-manufacturing projects.

PS457

A Turkish company specializing in manufacturing electronic cards and LED lighting products is looking for opportunities to be a sub-contractor for companies active in manufacturing main boards, set-top boxes, LCD TV cards. The company is looking for partners for manufacturing and subcontracting agreements in the European market. The company is also looking for trade intermediaries for their own products.

PS458

A Catalan company is active in the manufacture, rental and technical back-up of products and components related to water treatment and canalization. It is willing to find an exclusive distributor of its products as well as to subcontract their products.



Technology Opportunities

Technology for construction waste management requested

(Ref: 11 PL 63AW 3MZL) (Open)

A Construction company from North West Poland is looking for construction waste management technology. The company is willing to participate in the development process and/or to implement the technology cooperating with both research units and companies. The technology requested can either be at the laboratory stage or fully developed and ready for implementation. License agreements, commercial agreements (technical consultancy), joint ventures, and technical cooperation are sought.

Agility Business Management System software

(Ref: 11 GB 46P4 3MDA) (Open)

A leading UK provider of Business Process (BPM) solutions has developed Agility Process Management software which allows users to visualise processes, making it easier for them to improve performance, remain compliant and control risk. The system combines Process & Document Management functionality and a Risk Management and Compliance Control capability. License agreements and joint venture partners are sought in highly regulated industries (e.g. Oil & Gas, Utilities, Defence and Finance).

Innovative technologies for waste treatment (water, sludge)

(Ref: 10 AT 0105 3JXA) (Open)

An Austrian company specialised in plant engineering of waste water and drinking water applications is looking for innovative technologies to broaden its product range. Technologies of interest are in the field of waste water and sewage sludge treatment and heat recovery. The company is looking for a license or manufacturing agreement.

Remote controlled loading device for crane applications

(Ref: 10 AT 0105 3K2U) (Open)

An Austrian company has developed an automatically opening loading device. This device operates also by remote control. It is based on a simple but very reliable and efficient system. Therefore chains and ropes can be released without manual power. This leads to cost reductions, safety improvement and a rational and efficient mode of unloading. License agreement, joint venture or commercial cooperation are sought. Technical support will be given by the company.



Business Development Partners for Extending Nanofibers into medical Applications

(Ref: 11 LU 87GA 3MNZ) (Open)

A large US company, a leading global manufacturer of nanofibers, is looking for proposals for business development partners to extend fibers into medical industry applications. They are interested in improvement of existing products, new product development, new business development, etc.

Simple, ecological and innovative method for purifying water

(Ref: 11 FR 38n0 3MY2) (Open)

A French SME offers a simple, ecological and innovative method for purifying water. The process is able to filter and eliminate harmful substances, such as heavy metals, and viruses, such as cholera, while preserving the naturally present water minerals, and protecting the newly purified water from recontamination.

The company is looking for commercial agreements, technical partnership with assistance, or partnership within a EU collaborative programme.

PS: FP7-SME-ICT 2012 – New communication solution for customer and social management

(Ref: 11 FR 32I9 3MZI) (Open)

A French company providing CRM - ERP systems, is looking for competences on a collaborative R/D project under ICT call SME 2012. It aims to develop a new communication solution for customer and social management and integrating components featuring mobility. Both R&D centres and SMEs involved in distribution of CRM systems, providing expertise by testing the developed modules, integration of other software through Plug-in or similar systems are sought



PS: FP7 - A Fully Integrated European Cross-Border Public Procurement Platform: EU-ASSIST

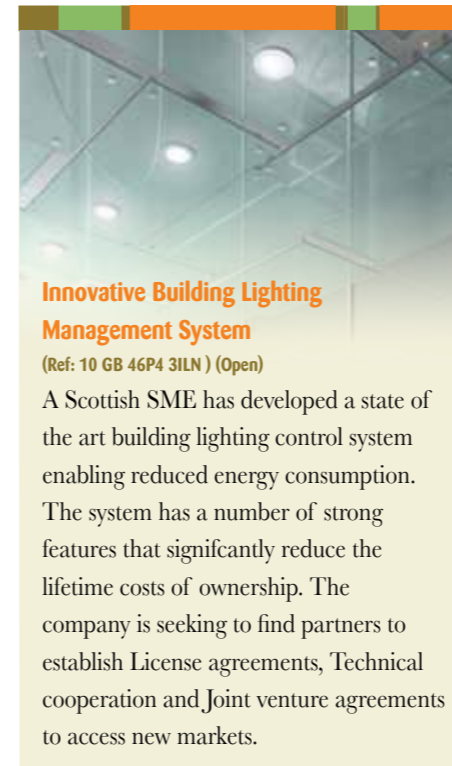
(Ref: 11 GB 41n7 3MZ8) (Open)

On behalf of a UK company an East of England company is building a consortium to develop a fully integrated European cross-border public e-procurement system which will provide SMEs with easy access to public procurement opportunities across member states. Several partners are sought for various roles within the project including EU public bodies, national associations and a number of research organisations.

Looking for software editors developing e-book creation software and online selling platform

(Ref: 11 FR 35L2 3MW9) (Open)

A group of French publishing SMEs, specialized in comics books, is looking for software – either prototype or production and online tools or partners with suitable technology to create and edit the platform to sell ebooks.



Innovative Building Lighting Management System

(Ref: 10 GB 46P4 3ILN) (Open)

A Scottish SME has developed a state of the art building lighting control system enabling reduced energy consumption. The system has a number of strong features that significantly reduce the lifetime costs of ownership. The company is seeking to find partners to establish License agreements, Technical cooperation and Joint venture agreements to access new markets.

Remote monitoring and control, video surveillance and access control for industrial environments

(Ref: 09 ES 24E1 3DDB) (Open)

A Spanish engineering company specialized in industrial applications of information technologies has developed a total control and surveillance of any industrial process from anywhere in the World. It carries out the monitoring of critical parameters such as temperatures, flows, voltages, etc. It can be used for the monitoring of hydroelectric or biomass power stations, thermal solar installations, water purification plants and industrial installations in general.

Distributed lighting control unit for intelligent street lighting systems

(Ref: 09 IT 56Z4 3FSI) (First Contact)

An Italian SME, active for more than 30 years in the industrial and civil automation field has developed an electronic unit for intelligent street lighting systems, which allows for consistent energy saving & environmental benefits. Manufacturers of lighting fixtures, remote controlling systems, energy saving devices, etc are sought for licensing and commercial agreement with technical assistance.

Looking for partners to develop an innovative tool in Business Process Management

(Ref: 11 FR 38m5 3MM3) (Open)

A French SME dedicated to developing complex software tools (Web 3.0, mobile, cloud,...) under constraint environment (security,...) is an expert in integrated software packages across several domains: Government, Finance, Industry, Insurance, Energy, Telecommunication and Transportation. Its main specific skill is Business Process Management (BPM). This SME is looking for e-commerce website designer and mobile commerce development partner for enhancing prototype in BPM.

Adaptation of 3G Mobile Technology for Remote Surveillance and Monitoring

(Ref: 10 GB 4201 3GE4) (First Contact)

A UK based SME has patented a mobile telecommunications technology which provides live video and audio transmission to mobile phones for remote surveillance and monitoring. The technology has been developed based on Nokia phones and can be accessed with any phone. Our client is now seeking technical cooperation in order to adapt it for use with other brands and operating systems.



If you are interested in any of the above profiles, please contact us. We will then send you further details concerning said profiles. If you are still interested, we will help you get in touch with the company behind the profile. In order to have a higher chance of success, we suggest that you provide us with a brief company profile and description of your areas of expertise.

Horizon 2020: The 8th framework programme

Since 1984, seven consequential framework programmes have been issued by the European Commission. Nevertheless, after 27 years, the name is set to change and “Horizon 2020” has been chosen as the title of the next round of financial assistance by the European Community’s Framework Programme. The current Seventh Framework Programme is covering the period between 2007 and 2013 and the following programme shall cover the period between 2014 and 2020. The new name was chosen following an online competition where three names were shortlisted. 8,318 people submitted their preference. There was no clear-cut favourite, as *Horizon 2020* received 36.7% of the votes - equivalent to 3,055 votes, 33.5% of the votes went in favour of *Imagine 2020*, whilst *Discover 2020* received 29.8% of the votes. Consequentially, in order to stress continuity, “Horizon 2020 – the Framework Programme for Research and Innovation” shall be put forward this year as part of the legislative proposal for the new framework programme.

Máire Geoghegan-Quinn, Research, Innovation and Science Commissioner, is planning the new programme which will bring together the FP7, the CIP, and the European Institute for Innovation and Technology (EIT). She stated that “these different types of funding will be brought together in a coherent and flexible manner. This will be a smarter way to support researchers and innovators in Europe – so as to further boost excellence and to help ensure that good ideas reach the market and generate sustainable economic growth and new jobs.” Needless red tape is expected to be cut out and therefore participation shall

be made simpler. There shall also be certain continuity from the previous framework programmes. Furthermore, she re-affirmed that the European Commission is “not going to throw the baby out with the bathwater” as EU funding shall once again assist European researchers and innovators to join forces and work together across national borders, and organise content-wide competition to inspire European researchers towards greater excellence.

It is being projected that Horizon 2020 shall be composed of the following 3 pillars: Tackling Societal Changes; Creating Industrial Leadership and Competitive Frameworks; and Excellence in the Science Base. The first pillar will address current societal challenges via a top-down approach. Six societal changes have been identified. The topics range from resource efficiency, to clean and efficient energy transport, and from health to food

security. SMEs should keep an eye on the second pillar as the Creating Industrial Leadership and Competitive Frameworks pillar is aimed at funding opportunities for industry and SMEs, addressing innovation goals, and facilitate the transition from research into marketable products and services. On the other hand, the third pillar shall continue to fund the current FP7 European Research Council and Marie Curie Actions by addressing excellence-driven projects, together with basic research and actions for researchers’ career and mobility. Nevertheless, Horizon 2020 is still subject to debate. By the end of 2011, a detailed proposal is expected to be issued by the European Commission.

Further information may be obtained from the National Contact Point at the Malta Council for Science & Technology

www.mcst.gov.mt

