

Networking⁴Enterprise

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Tapping Japan and Korea

The EU Gateway Programme is organising Business Missions to Japan and Korea for European SMEs and companies to develop their business internationally. For 2011, business missions in 6 high technology and design industry sectors are planned since the Japanese and Korean markets in these sectors are good opportunities for investment.

Each week-long mission accommodates up to 40 EU Companies for Japan and 30 EU Companies for Korea. Financial and logistical assistance, strategic preparation and a tailored search for business contacts are provided. A business mission includes:

- Market studies, briefings, advice, Study Tours
- Pre- arranged business meetings
- Exhibition (venue and booths) for Japanese or Korean business communities
- Local media and PR campaign, Reception hosted by the European Union
- On-site coaching and logistic support

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The expression of interest to a mission can easily be completed online. After this first step, a regional Programme Coach is available for assistance to check if the company fulfills all the eligibility criteria. The industry sectors covered and the eligibility criteria are well described on the Gateway website. After this eligibility check, in a second step, the company can proceed to an application form.

Further information may be obtained at www.eu-gateway.eu



Export Consortia

Export Consortia's are simple, normal types of business concerns. They are also known as an export marketing organisation. Consortia's are usually formed by a number of companies with a common business interest. They are then considered to be an independent and autonomous company, but still owned by those companies that put up the initial capital.

The company should be flexible and allowed developing and changing, with pooling of logistics and administration. Ideally it should be small and simply have an average number of about three employees.

Export Consortia will then take over all and/or part of the export activities of some or all of its members, be able to plan and implement promotion and sales of their activities overseas, as well as providing for necessary export market research. The member companies are expected to share information on costing and pricing, technical know-how, export contacts and management experience, amongst others.

Interested parties must be prepared for some potential problem areas, such as: consortium members may be competitors; consortium members may seek to dominate

different degrees of power among members; problems tend to be greater in companies from similar sectors, rather than companies from unrelated industry sectors.

It is important to remember that the primary function of export consortia is a liasing experience and that real commitment by all concerned is essential. There is no easy path or standard model. In-built flexibility is essential. Expectations should be realistic, as problems will invariably arise.

Hereunder are some reasons of why companies should form an export consortium or maybe as they are also more commonly known, export marketing groups:

Penetration of new export markets.

Firms that have never ventured further away than the home market or perhaps to a

neighbouring country are able to sell more widely thanks to the increased know-how, finance and managerial expertise available.

Access to new types of buyers.

A joint export-marketing group is much better placed than an individual firm to research foreign markets and identify new types of prospective buyers. A consortium may be able to employ specialist designers to adapt the product, if necessary. A potential buyer may want a quantity or range of goods that can only be supplied by the combined efforts of a joint export-marketing group.

Security through market diversification.

The specialist staff of a consortium is able to service a wider range of export markets than an individual firm and yet, can respond more flexibly and quickly to changes in any one market.



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Turning seasonal fluctuations to advantage.

Consortia can have the size and the expertise to turn seasonal fluctuations in sales to advantage, particularly by exporting to countries on the other side of the equator.

Making long-term planning possible.

The increased business provided by a joint export marketing group could enable member companies to plan ahead with more confidence.

Reducing unit costs of production.

When the selling effort of a joint marketing group leads to increased demand for a member company's products, that company can step up production. This enables it to spread its fixed costs over a larger number of products and so reduce its unit costs.

Better prices and profit margins.

Goods tend to fetch a much higher price in export markets than in the home markets of the developing countries themselves. This can make export sales much more profitable than home sales – given the kind of marketing expertise that can be available through a joint export marketing group.

Benefits of foreign currency earnings.

Increased export sales through a joint export marketing group can have important foreign currency attraction for the individual member firm. The experienced management of consortium may also be able to secure such foreign exchange advantages as paying for transportation in local currency, then charging the export customer in convertible currencies.

International marketing know-how.

As a member of a joint export marketing group, a company can often gain more international marketing experience in a few months than it could hope to gain in several years on its own. This experience might cover not only selling, but credit and financial arrangements, documentation procedures, export and import regulations, foreign technical requirements, packaging techniques and methods of handling and transportation.

Improved company morale.

Export selling success through a joint export-marketing group has often had a beneficial effect on morale throughout a company. This can be particularly marketed in small-and-medium-size companies that have not previously exported their products.

Gaining a stronger voice for the industry.

The improvement in government/industry communications produced by joint export marketing groups can be of considerable benefit to companies. Through consortia they are better placed to draw government attention to obstacles to exporting and to press the case for concessions or incentives.

Spreading export-selling overheads.

Through a consortium there is a sharing or spreading of export selling overheads, such as those incurred in running an export office or carrying out market research.

Alternative to export agents.

Many exporters have happy and profitable co-operation with their agents in export markets. However, membership of a consortium that has specialist selling staff means that a company can more easily sell through its own salesmen or rather the consortium's salesmen – if this would be a more easily controllable arrangement. Even if a company decides to continue having an agent, the consortium may be able to give valuable advice on selecting the right agent and then working effectively with him/her after he/she has been appointed.

Sustainable Construction B2B Matchmaking Event

Networking and business contact forum for the European construction sector

The Sustainable Construction B2B Matchmaking Event will take place on 23-24 November 2010 in Västerås, Sweden. The event is a networking and business contact forum to promote co-operation between companies and other organisations active in sustainable construction, targeting the construction sector and adjacent sectors such as energy and waste management.

What is it?

The Sustainable Construction B2B Matchmaking Event provides a unique opportunity for you to find new international business contacts. The event offers both a networking platform to discuss business co-operation, and a range of seminars and workshops on sustainable construction.

Around 120 companies from 11 European countries are expected to participate (Austria, Bulgaria, Estonia, Greece, Italy, Malta, Norway, Poland, Spain, Sweden and United Kingdom).

The Sustainable Construction B2B Matchmaking Event will run in conjunction with Wooden Cities 2012 – a Swedish nationwide initiative focusing on the climate, wood construction and sustainable urban development. The event is co-financed by the County Administrative Board of Västmanland.

The event is part of the Net4Biz project, an EU-funded project targeted at helping small and medium sized companies (SMEs) to develop cross-border co-operation and to enter new markets.

How does it function?

With the help of the information provided by you in your registration form, your company will be included in a catalogue online at www.net4biz.se and on CD. Also, immediately prior to the event, a final paper catalogue with all contact details will be printed and distributed. From the list of participating companies, you can request and book in advance the meetings of interest to you.

During the event, the meetings take place at numbered tables and each meeting will last for 25 minutes. English is the official language but



interpreters will be available. Additional meetings can be booked at the event, and naturally a large number of informal contacts can also be made outside the formal programme.

Who will be coming?

The event is a unique opportunity for companies, R&D institutes, universities and other organisations to meet potential suppliers, subcontractors, customers and other co-operation partners. The event targets the following sectors:

- HVAC and Cooling•
- Building Materials and Prefab•
- Energy Efficiency•
- Building Automation•
- Accessibility and Flexibility•
- Waste Management and Re-cycling•

Residential and non-residential buildings as well as in infrastructure constructions are included in the Sustainable Construction B2B Matchmaking Event.

Why should you participate?

- All participants share a common sector interest.
- Past experience has shown that 30 percent of participants sign some form of contract following a matchmaking event.
- All the participants are interested in establishing new business contacts.
- During a short but intensive period of time you will meet companies from at least eleven European countries.
- The environment encourages creativity and meetings are held in a positive atmosphere.

Registration

Fill in the registration form from your national partner and send it to your contact. It is important that you make an accurate and brief description of your company and your desired co-operation. This company profile forms the basis of the entry in the catalogue and is used by all participants to assist them in making the choice of companies they wish to meet.

It is also an advantage if you register as early as possible. This means that your company will be exposed online to a larger group of interested companies over a longer period of time. The final application date for the entry of your company is 29 October 2010.

Other activities

Apart from the matchmaking, the event will also include a number of seminars and workshops with experts on sustainable construction. The event also holds a smaller exhibition with Swedish companies active in sustainable construction.

Participation package

Participating in the matchmaking event is free of charge for one representative per company. Each additional representative per company will be charged 175 EUR. The participation package includes: catalogue entry, CD, booking of meetings, interpreting service, lunch on the two meeting days and a dinner. All participants pay their own travel and accommodation costs.

Business Opportunities

PS383

A Belgian company looking for an importer/wholesaler for their new Power-Tune Electricity Saver. The Electricity Saver would reduce or eliminate electrical inefficiencies by sensing in real-time the electricity waveform and reactance loads, then transforms and recycles 'dirty' electricity into highly efficiency electricity.

PS384

An Indian company which is ISO9001:2008 certified transformer manufacture is looking for distributors to their products. The company has technical experience and expertise to manufacture power and distribution transformers to the international standards.

PS385

A Scottish company specializing in the design, manufacture and final assembly of professional road going and static concrete mixers for the construction industry has developed and manufactured a static mixer which fully complies with the European Directive 2006/42/EC. The company is looking for distributors for this product.

PS386

A Hungarian company operating in the field of machinery construction and assembly is looking for distribution possibilities and offering its free capacity mainly in the field of silo and containers manufacturing and any kind of special independent steel structure manufacturing to be a subcontractor/outsourcing partner.

PS387

A Russian company specializing in the manufacture of electro technical devices offers trade intermediary services or joint venture creation to producers of equipment for power factor capacitors manufacture.

PS388

A Russian company specializing in the manufacture of metal structures and parts of structures, machining and other fabricated metal products in B2B-format and manufacturing arts is looking for cooperation.

PS389

A French company specializing in boiler manufacturing and metal construction has developed a patented modular trolley scaffolding system made of steel and aluminium and is looking for partners able to manufacture and distribute this product. The company offers a subcontract or a licence agreement to its potential partners.

PS390

A Russian company that develops, manufactures and delivers technologies and devices of powerful ultrasound (equipment for abrasiveless ultrasonic finishing processing of any metals, machines for ultrasonic welding of plastic and metals, devices for removal of residual pressure in welded seams and blankets of metals) is looking for trade intermediaries.

PS391

A UK company specializing in high-tech CNC sub-contract machining which works closely with prestigious aerospace companies is looking for a partner with complementary skills to jointly bid for larger contracts.

PS392

A French group designing & manufacturing steel security products such as of letterboxes, deposit boxes, steel doors for apartments & building entrance, cylinders, luxury ironmongery is looking for distributors and sales representatives. The company is also offering financial cooperation to the partners.

PS393

An innovative Turkish company manufacturing Bakalite handles for housewares and lids is looking for agents. The company welcomes project based partnerships on glass and porcelain processing and new moulding technologies.

PS394

A Turkish company active in the automotive side industry manufactures Highway Vehicles Tools & Equipment and Illuminating lamps is looking for trade intermediary service and is offering its services as a subcontractor.

PS395

A Turkish company specializing in the manufacture of finished woven and knitted fabrics and manufacture of dyed yarn is looking for distributors, cooperation and joint production.

PS396

An Italian company specializing in the production and manufacture of wooden objects is looking for an intermediary.



PS397

A Danish company specializing in wood treatment is looking for a supplier of Boric Acid (H3BO3)

Technology Opportunities

Disinfection processes for drainage wastewater from waste management plants

(Ref: 09 PL 61AJ 3F5D)

Abstract:

A Polish company is looking for a method of full wastewater disinfection for small (up to 20.000 population equivalent (PE)) waste management plants.

Partners are sought for commercial agreement with technical assistance, license agreement, technical cooperation, joint venture agreement and manufacturing agreement.

Innovative Building Lighting Management System

(Ref: 10 GB 46P4 3ILN)

Abstract:

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.

Sustainable and powerless treatment system for domestic waste water from single houses

(Ref: 09 NL 60AF 3F1F)

Abstract:

A Dutch SME has developed a sustainable and powerless household waste water treatment system. The technology is designed for households up to 5 persons in accordance with EU regulations. The company is looking for a commercial agreement with technical assistance with companies who can provide (underground) installation, maintenance and distribute the technology. Preference lies with a company working closely with regional waterboards.

Advanced computer security solutions

(Ref: 10 SE 672F 3HWZ)

Abstract:

A Swedish SME provides SELinux solutions for any organization's computer infrastructure to prevent exploitation by all forms of malicious code, to ensure system integrity and that data is processed as required. The company is looking for partners for a commercial agreement with technical assistance.

Versatile brushless DC motor adapted to high volume manufacturing and automotive environment

(Ref: 09 FR 32J2 3F2Q)

Abstract:

A French company has designed a versatile brushless DC motor technology adapted to high volume manufacturing and automotive environment. This technology can be applied to a wide range of applications from positioning to speed control in the 1 W to 1 kW output power range. The company is looking for cooperation with industrial partners (license).

Surface disinfection by a dry mist process

(Ref: 09 FR 38m9 3DWC)

Abstract:

A French company specialized in air and soil decontamination has developed a surface disinfection process using a sprayed "micro" fog that contains active ingredient. The droplets sprayed are so tiny that they don't wet surfaces. The French company is looking for a commercial agreement with technical assistance.

Innovative thermal analysis methods and heat management concepts for electronic components and systems

(Ref: 08 DE 1380 0IAJ)

Abstract:

Thermal stress is the most common cause of failure in electronic components. Therefore a German SME is offering highly sophisticated thermal analysis methods to detect thermal problems in the conceptual development phase of electronic components and systems. It is then possible to develop alternative solutions at an early stage. The SME also develops, assesses and optimizes cooling concepts. The SME is interested in technical co-operations or commercial agreements.

Solar cooling and steam production systems based on parabolic trough collectors

(Ref: 10 DE 0855 3IGD)

Abstract:

A German company has developed a technology for solar cooling and process steam generation with parabolic trough collectors that generate higher steam temperatures than conventional systems. The system increases energy output, works efficiently and can be maintained easily. Applications are in heating and air-conditioning of supermarkets, hotels, airports and industry. Partners are sought for commercial agreements with technical assistance.

Tender Notifications

Reference: 2010/S 186-283789

I-Padua: x-ray devices

Contract description: The supply of X-ray devices, together with construction work and installation work.

Deadline for submissions:

23 December 2010

Reference: 2010/S 189-287661

RS-Belgrade: IPA – supply of electronic offender-monitoring equipment

Contract description: The subject of this contract shall be the supply, delivery, installation, commissioning, training, maintenance and after-sales service of equipment enabling staff of the Ministry of Justice (MoJ) to monitor the location of offenders by electronic means. The majority of the procurement will relate to the verification of curfew conditions by using bracelets that communicate by radio frequencies with monitoring units. However, a limited amount of the procurement will be reserved for a 'voice verification' tracking system. The contractor will be required to supply all the equipment necessary to establish and sustain both systems and to ensure they interface effectively with Serbia's communication systems. Full technical manuals and technical training of MoJ operational staff and managers will be required, together with on-site maintenance services.

Deadline for submissions:

23 November 2010



Reference: 2010/S 190-290863

UK-Wellingborough: refuse recycling services

Contract description: The purpose of this tender procedure is to secure partner(s) for the acceptance and processing of household co-mingled recycling, and/or household garden waste for the Borough Council of Wellingborough, acting as a Waste Collection Authority. The Council proposes to enter into a 2 year contract(s), and is offered in 3 lots:

- Lot 1 The acceptance and processing of household co-mingled dry recycling;
- Lot 2 The acceptance and processing of household garden waste together with a small proportion of the Councils own parks waste;
- Lot 3 The acceptance and processing of both lots 1 and lot 2.

Deadline for submissions:

28 October 2010

Reference: 2010/S 189-287821

AT-Vienna: provision of MS Dynamics CRM consultancy services

Contract description: The purpose of this invitation to tender is to award a minimum of 3 and a maximum of 5 framework contracts, in cascading and descending order, for the provision of MS Dynamics CRM consultancy services to the European Agency for Fundamental Rights.

Deadline for submissions:

8 November 2010

Reference: 2010/S 189-287827

B-Brussels: external assistance for project management, consultancy and evaluation

Contract description: External assistance for project management, consultancy and evaluation related to European large scale IT systems in home affairs matters.

Deadline for submissions:

15 November 2010

Reference: 2010/S 188-287221

UK-Stockton on Tees: medical equipments, pharmaceuticals and personal care products

Contract description: Establishment of a framework for diagnostic equipment and related supplies and services. It is anticipated that the framework may be utilised by the contracting authority to make direct purchases from framework panel members and/or to make purchases via mini competitions between framework panel members.

Deadline for submissions:

2 November 2010



Reference: 2010/S 187-285862

UK-Dudley: devices for the disabled

Contract description: The supply of equipment for people with a physical and sensory disability to a regional / local authority. Devices for the disabled.

Deadline for submissions:

4 November 2010

FP7 Open Calls

This is an indicative list of FP7 calls for proposals which will be closing soon. To obtain the full list, log onto www.mcst.gov.mt



	Call Identifier	Call Title	Deadline
Environment (including Climate Change)	FP7-OCEAN-2011	The Ocean of Tomorrow	18/01/2011
	FP7-2011-GC-ELECTROCHEMICAL-STORAGE	Sustainable automotive electrochemical storage	02/12/2010
	FP7-2011-NMP-ENV-ENERGY-ICT-EeB	Energy efficient Buildings	02/12/2010
	FP7-ENV-2011		16/11/2010
	FP7-ENV-2011-ECO-INNOVATION-OneStage		16/11/2010
	FP7-ENV-2011-ECO-INNOVATION-TwoStage		16/11/2010
	FP7-ENV-NMP-2011		16/11/2010
	FP7-JPROG-2011-RTD	Joint Programming Coordination 2011	05/10/2010
Socio-economic Sciences and Humanities	FP7-ERANET-2011-RTD	ERA-NET Call 2011	22/02/2011
	FP7-SSH-2011-1	Collaborative projects (large scale integrating research projects)	02/02/2011
	FP7-SSH-2011-2	Collaborative projects (small or medium scale focused research projects)	02/02/2011
	FP7-SSH-2011-3	coordinated and support actions	02/02/2011
Research for the benefit of SMEs	FP7-SME-2011-BSG		08/12/2010
	FP7-SME-2011-CP		08/12/2010

Exploratory Award Scheme

The Fund is intended to stimulate the capacity of SMEs to participate in FP7 and CIP. Malta Enterprise assists businesses overcome the barriers and challenges faced in developing proposals in order to enhance SMEs participation in submitting successful proposal submissions. Through these programmes, SMEs can strengthen their overall position through networking and relationship building with international partners, enjoy access to research centres of excellence, and develop research and innovation skills. The Exploratory Award Scheme will cover 60% of the total eligible costs of the preparatory proposal up to a maximum of € 10,000.

