

Networking⁴Enterprise

www.enterprise-europemalta.com



MALTA ENTERPRISE

Malta Enterprise

Malta Industrial Parks Ltd, Gwardamangia Hill, Pietà MEC 0001 - Malta
Tel: +356 2542 0000, Email: info@enterprise-europemalta.com



- Erasmus for young entrepreneurs **02**
- Whatever your business we can help you! **03**
- Transformation in the right direction: quality and effectiveness **04**

Business Opportunities **06** Technology Requests **07**
Technology Offers **07**

Business opportunities in Turkey

Malta-based companies in Malta are invited to participate in an Enterprise Europe Network Matchmaking event due to be held in Istanbul between 5 – 7 June 2013. "Futurallia Istanbul 2013" will gather more than 20 business sectors from 30 countries in Istanbul during these 3 days.

In the past years, Futurallia was held in France, Canada, Belgium, Poland, Qatar and the USA, and for the first time it has been decided to organise this international event in Istanbul, Turkey. The Malta Enterprise Europe Network is organising a delegation of companies to attend this event and network with another 40 business delegations from 23 countries that are seeking business cooperation partners.

The main sectors represented at this Matchmaking Event are:

- Automotive
- Machinery & Metallurgy
- Electric & Electronics
- Construction
- Textile & clothing
- Aviation
- Environmental Technologies
- ICT Print Sector
- Food (Agro-Food)
- Furniture
- Logistics
- Health, Cosmetic and Medical products
- Services
- Biotechnology
- Chemical Sector

General Information and Conditions of Participation

- Participating companies will select their own meetings and receive customized support during the selection procedure.
- There is a participation fee and this will include interpreting services, opening and closing ceremonies, lunches, welcome cocktail, gala dinner, international evening function, and transfers to the reception venues during the event.
- The participation fee will be reimbursed if there is no available matching for the participating company.
- Participating companies will be able to benefit from the financial assistance offered by Malta Enterprise, subject to terms and conditions.



So as to register or obtain more information please send an email on info@enterprise-europemalta.com

ERASMUS FOR YOUNG ENTREPRENEURS

For Maltese who are thinking of starting an own business, or have recently done so, and for local entrepreneurs who are already running a successful business and would like to expand it to new markets, or get fresh ideas for it, the European 'Erasmus for Young Entrepreneurs' programme could be a great opportunity. It can provide a European business network and financial support to help exchange knowledge and expand local business. Malta Enterprise and Stiftelsen Europa Institutet facilitate these exchanges between Malta and Sweden.

Erasmus for Young Entrepreneurs is an exchange programme which gives entrepreneurs who intend to start a business, or have recently started one, the chance to learn from experienced owners of small businesses in other European Union countries. The exchange of experience takes place during a stay with the host entrepreneur, for a period of 1 to 6 months, which helps the new entrepreneur acquire the skills he/she needs to run a small firm. The host benefits from fresh perspectives on his/her business and gets the opportunities to cooperate with foreign partners or learn about new markets. The stay is partially funded by the European Union. Malta Enterprise is a local contact point for this programme and in partnership with Stiftelsen Europa Institutet from Sweden, focuses to assist these exchanges between Sweden and Malta.

A host entrepreneur can participate in the programme if he or she is the owner-manager of a small or medium enterprise or a person directly involved in entrepreneurship at SME board level; has experience running a company for several years; and is willing to act as a mentor by sharing knowledge and experience with a new entrepreneur from a different European state.

A host entrepreneur will benefit from the exchange by having the opportunity to work with a new entrepreneur who can contribute to the business with innovative views, new skills and knowledge; having a "fresh eye" on the business, and specialised knowledge that the new entrepreneur may have. Also the host entrepreneur can learn about foreign markets,

find increased network openings, expand business opportunities and engage in cross-border activities.

A new entrepreneur can participate in the programme if he or she is firmly planning to start a business, or if he/she has an existing business not older than last three years. The company or activity can be in any sector and there is no age limit for the entrepreneur.

The Erasmus for Young Entrepreneurs programme offers aspiring entrepreneurs access to a wide range of benefits to help successfully run or start a new business. He or she can be introduced to business areas such as: marketing/sales, financial accounting, customer relations and business finance whilst building self-confidence and skills in sector-specific knowledge or know-how, technical and management skills. Opportunities for collaboration with other entrepreneurs as well as networking and building of strong relationships; insights into different cultural and organisational settings and how companies function in another European Union country and improve foreign language skills.

The activities that a new entrepreneur will carry out during his or her stay can include: job shadowing of the experienced host entrepreneur; conducting market research and develop new business opportunities; discovering the branding, sales and marketing strategies of the host entrepreneur's company.

The consortium of Malta Enterprise and Stiftelsen Europa Institutet has been selected by the European Commission and will guide interested entrepreneurs throughout their exchange: helping with application, helping with establishing a successful relationship with a suitable entrepreneur as well as providing the answers to any questions. Malta Enterprise will assess the application process and once a candidate is accepted, it helps finding an adequate counterpart in Sweden for the exchange. The financial support to new entrepreneurs contributes to travel and subsistence costs during the visit. The agreement determines the funding granted during the stay, and how it will be paid. The financial support is calculated monthly and reflects the overall living costs of the country of stay.

For more information about this programme please contact Mr Pedro F. Alvarez at Malta Enterprise on Tel: 2542 3214 • Email: pedro.alvarez@maltaenterprise.com



UPCOMING INFO SESSIONS AT MALTA ENTERPRISE

13th February: Information session Eco-innovation 2013 Call for Proposals (08:30-11:30hrs)

27th February: Information session Erasmus for Young Entrepreneurs (08:30-11:30hrs)



whatever
your business
**we can
help you!**



Business strategy	Intellectual Property pre-registration procedures, eligibility, searches
Performance Management	Patents: What needs to be done prior to licensing?
Developing entrepreneurial ideas into profitable businesses	Guidance on identifying innovative products that can be produced with in-house/new/improved technology
Start Up support	Modelling, comparing and analysing option production scenarios



Further information
can be obtained by:
Telephone: 2542 3344
Email: advisory@maltaenterprise.com

<http://www.maltaenterprise.com/en/support/business-advisory-services>

Transformation in the right direction: quality & effectiveness - Part 1

Setting the standard

We may all be aware that the society we now live in has been continuously elevating its level of expectations in various areas. This is rather easily noted by taking a look around the consumer market – but also highly evident in the industrial or business world, where our business partners or customers are expecting monstrous demands.

We are in a situation whereby quality choice is expected. The market no longer accepts just about anything. Today, the market and our customers expect there to be the dream choice and for this to be served on a silver plate!

Expectations are on the increase, acceptance criteria are getting tighter,



Figure 1: “Waiter, there’s a fly in my soup!”

competition has soared to incredible heights. Will we keep up with this atrocious demand? On the other hand, we (the market) may be quick to complain to our service provider, or product supplier, if we are offered a ‘sub-standard level’ of service or a faulty product, in other words: if what we paid for is not to our expectations.

Agreed. There must be some defined minimum standard for acceptance, and we should not simply take in all that we are offered, especially if pre-agreed minimum level of acceptance criteria are not met.

This applies to daily-life activities just as much as our professional life. Be it the vegetables that are put on display and on offer at the market-place, the TV programming broadcast, the tooling purchased for a specific job in the garage, the equipment bought for your production line, the office redecorating finishes you are looking after currently...there must be a *pre-defined* minimum quality level for acceptance – and this must be honoured.

This distinguishes: the amateur supplier to the real professional one. The one who means business and commitment to deliver.

Defining our expectations: setting minimum quality standards

Numerous times I have been involved in situations concerning customers and suppliers within the industry, be it manufacturing and services alike.

The customer is complaining to a supplier over an issue concerning a claimed substandard material or service offering. Cross-fire on the battle-field! The customer is claiming that the offering was substandard and faulty, whilst the suppliers are drawing their arguments that the offering fits their specification perfectly and therefore there is nothing wrong with it, thus the suppliers are returning the argument by implying that there is no justification for complaining.

Investigating a little deeper into several situations similar to this, it is not the first time to discover that the real issue actually started off from the customer (the complainant) who actually failed to clearly *specify* what was expected on the onset.

A point in case: a premium furniture maker discovered that hinges which were fitted onto a top range kitchen door were regularly failing within the production process. This

was further substantiated when a couple of customer complaints came through, claiming similar issues on kitchens that had been installed a few weeks earlier. This sequence of events prompted the procurement manager to file a formal complaint to the hinges supplier, claiming compensation and immediate replacement and action on hinge stocks held and kitchens sold to clients.

The hinges supplier came back saying that after their own internal investigation and testing, they found nothing wrong with the hinge in question, and therefore the hinge model in question fits the technical specifications with ease.

The explanation was simple: when designing the premium kitchen, consisting of larger and heavier door panels, the designers made use of a current stock hinges that had been previously fitted on a varied range of standard kitchens produced by their factory. The premium kitchen door panel

weighed almost twice the standard door panel. This could have been the result of a genuine design error, lack of experience or perhaps the intention to limit stock variation of raw materials within the kitchens factory. Whatever the case, it has resulted in unnecessary problems cropping up later on in the process, yielding nothing but unnecessary administration, rework, repair, investigations and reporting,...possibly even frustrating communication and damages to the brand.

There is no straight solution to such matters, but driving process ownership and the interest in the designer to fulfill his function *with a passion*, might enable him to see beyond his restricting job description and perhaps go one step further whilst working within his specialist design function.

I am sure we can all relate such and similar experiences which we have been through.

The clever bit is to be proactive enough to avoid such events from occurring (or re-occurring) and to ensure we do not operate shortsightedly and create our own problems. These only absorb non-value adding energy out of our organization.

Doing it with a passion

We need to work together with our team to make them belong to the process within which they operate. Thus, to attempt remove any possible shortsightedness. Our teams need to *own* the process. They need to understand it, and although they may not share the expertise throughout, they need to at least *relate to it* - feel part of it.

Perhaps our lifestyle leaves very little time for us to do what we enjoy doing most. However, when we do get the opportunity to really get soaked into that book we had started, or do some art painting, or go fishing...then we *do it with a passion*. Why? ...Because we *relate* to our hobbies. Therefore, given the opportunity, we give it our all.

When Caravaggio painted his masterpieces – and, because he related well to them - and because he was *proud* of the outcome – he signed off his name to show the world what he was capable of doing.

On the other hand, when I get to doodle (perhaps during some boring, non-value adding meeting), I generally shy away my sketch for fear it may receive some stupid comments for how bad the doodle looks! Since I cannot relate so well with my appalling art skills, I hesitate from publicly demonstrating the outcome, and there is little (if any) passion towards what I doodle!

We need our team to passionately own their 'work of art' and get them to become Caravaggios within their respective processes.

Part 2 to be continued in March issue

Business Opportunities

20121025028

A Polish private company specialized in manufacturing of meat products based on traditional recipes and delicatessen products is looking for distributors and is also offering distribution of partners meat products. The company is interested in reciprocal production of different kinds of meat products and requests transport/logistic services.

20121219002

Russian company specialized in the furniture production and plastic furniture caps production is looking for trade intermediaries (distributors) as well as offering the trade intermediary (distribution) services of the typical production

20121214029

Armenian company is specialized in production of canned food made by fruits and vegetables. The company offers trade intermediary services (agent or representative), as well as requires franchise.

20121203027

Italian company specialized in the production of labels is looking for manufacturers of sleeves who could act as subcontractors and offers itself as intermediary for commercial distribution of the product.

20121129028

Romanian company that has manufacturing/machining capabilities specialized on metal cutting operations on machine tools (they produce various parts and details mainly for metal-cutting machines) seeks commercial cooperation (reciprocal trading partnership).

20121128036

Romanian company, specialized in the field of processing and distributing fish and other sea food is offering its distribution services.

20121109030

A Polish company specialised in manufacturing furniture (for offices, cabinets, houses, banks, schools, bars, restaurants, hotels) is looking for distributors, agents and representatives in European Union Countries. The company is also looking for manufacturers of metal frames, chairs and armchairs, leisure furniture, manufacturers and distributors of furniture accessories, as well as architects and designers. It offers its services as a trade agent and subcontractor.

20120921003

French sale intermediary specialized in buying and reselling plastic and paper packaging to French industries (food, building, agriculture, cosmetic, medical area) is looking for new packaging suppliers all over Europe, interested in developing the sales of new and innovative products in France. They can act as sales agent or distributor and have storage facilities. The company offers logistic services.

20120822008

Armenian company produces, packs and exports natural juice, nectars, preserves, processes fruits and vegetables, as well as imports alcoholic and non alcoholic beverages and laboratory equipments. The company both offers and requires trade intermediary services (representation and distribution), as well as franchising.

20120612012

A Romanian manufacturer of decorative ceramics: pots, vases, candlesticks, garden ceramics is looking for reciprocal production with a partner with similar activity and/or for a partner interested for merger or exchange of shares. The company offers also their intermediary services.

20121126084

A Turkish company specialized in international logistics, forwarding and transportation services is offering transport/logistic services to European and other companies. The company is also looking for Trade Intermediary partners (agent, representative, distributor) and is offering to be an agent of foreign logistics companies.

20121211037

An Armenian company, which manufactures and restores the furniture made by laminate, offers trade intermediary services (wants to become the distributor or an agent). The company wants to import semi-manufactured goods for furniture manufacturing (laminate and accessories).

20121217036

A Hungarian SME specialized in various logistics activities is offering its transport and logistic services for potential partners from whole Europe.

20121115024

A UK-based international freight forwarding agent providing multi-modal logistics, bonded warehousing and regional transportation, distribution and supply-chain management services to import-export businesses is seeking strategic partnerships with logistics businesses in other EU regions.



Future

Technology Requests

PLASTIC MANUFACTURING

Production partner with expertise of manufacturing plastic caps to PET bottles sought

13 FI 30h9 3RL6

Finnish company looking for a manufacturing partner of injection molded plastic caps for PET bottles. They need a professional partner that can give engineering advice for the final product development, manufacture a mold that can produce the items in millions at competitive costs and to manufacture the actual items.

ICT

Development of new software solutions for a web environment and mobile solutions

12 ES 22C4 3RI2

A Spanish SME in the ICT sector specialising in web development and graphic design, which carries out its developments using free and open-source software is looking for companies to develop solutions in programming for web applications (content management systems, graphic design tools) and mobile devices to make a technical cooperation agreement for

testing of new applications. The collaboration for the development of software solutions in a web environment should include the following technologies: Programming languages for web applications: Ruby On Rails, Javascript, JQuery, PHP;" CMS (Content Management Systems): Drupal; Joomla!; Moodle; Wordpress; Wiki, etc.;" Graphic design tools: Adobe Photoshop; Adobe Illustrator; GIMP; Inkscape;" OpenERP (Open Source Business Resources Planning System)

ICT

PS Eureka : Development of a cloud computing platform which compress bandwidth

13 FR 38m5 3RLI

French R&D performing SME involved in broadband technologies and specialized in speeding up and optimizing web flows is looking for partners to develop a cloud computing platform which compress bandwidth. The company is seeking European partners able to develop cross-platform web applications. The partner will be expected to have knowledge in real-time content compressions solutions based on a massively multicore parallel architecture.

They will have to develop some cross-platform web-based applications, as well as help to co-develop a prototype of this new platform. They will also be expected to take charge of the computer maintenance of its applications, as well as of the platform, if both partners agree on this.

RENEWABLE ENERGY MANUFACTURING

Development and manufacture of new Photovoltaic (solar energy) systems ; Hybridation with micro turbines

12 IL 80EP 3O22

An Israeli solar energy company is looking for a partner for the continuation of development activities of three prototypes of a new microturbine already designed and partially tested. This micro turbine with the company's new photovoltaic solar systems will allow to provide continuous electricity, hot water, refrigeration and drinking water. This package is particularly attractive for off grid areas. The different elements of the micro turbine, compressor, burning chamber, turbine and heat exchanger have already been designed and tested separately. Partners with the capabilities of manufacturing and assembling and testing the prototypes are sought.

Technology Offers

CHEMICAL FOOD AND CATERING

Innovative and safe disinfectant designed especially for the food and catering industry

12 IL 80ER 3OEU

A leading Israeli pharmaceutical company specializing in the manufacturing of disinfectant products has developed a multipurpose and safe innovative disinfectant in a form of a tablet that produces a blue colored solution letting users know when the post disinfecting rinse is complete. It is especially useful for the food and catering industry. The company is looking for joint further developments, new applications, joint ventures and commercial agreements.

METAL - MANUFACTURING

Flexible profiles based on innovative patented aluminium technology

12 DK 20B3 3OBF

Flexible profiles based on innovative patented aluminium technology Danish SME specialist in light weight structures has developed flexible light weight aluminium profiles, which can be

manipulated by hand in all directions making it possible to manufacture exceptionally curved light weight, strong structures. The profile can be used within scenography, architecture, interior design and industry. The company is looking for technical cooperation, new application areas or manufacturing agreement.

CHEMICAL MANUFACTURING

The development of wall paints with sustainable antimicrobial protection without using biocides

11 NL 60AH 3KGL

A Dutch SME developed a patented binder technology for wall paints. The binder technology provides the wall paint with a safe and durable protection against bacteria, algae, moulds and fungi without using biocides. The antimicrobial properties of the resulting wall paint, for both indoor and outdoor applications, are based on the properties of the binding agent. The company is interested in commercial agreements with technical assistance to producers of wall paints.





Aim higher
EUREKA's Eurostars Programme
Getting your innovation to the market. Faster.

Deadline for Submission of Applications: **4th April, 2013 at 20:00hrs.**

The Eurostars Programme is a European Joint Programme dedicated to the R&D performing SMEs, and co-funded by the European Communities and 33 EUREKA member countries.

Eurostars is a bottom-up programme. Project applications are accepted from any technological domain, for any market. The only restriction is that the project outcome must be destined for civilian purposes.

Who can apply for Eurostars funding?

Eurostars aims to stimulate R&D performing SMEs to lead international collaborative research and innovation projects by easing access to support and funding. It is fine-tuned to focus on the needs of SMEs, and specifically targets the development of new products, processes and services and the access to transnational and international markets.

Certain eligibility criteria apply.

Why should I apply for Eurostars Programme?

- to develop new products/services/processes;
- to access new markets; and
- mutual sharing of risk, know-how, human and financial resources.

For further information on the Eurostars Programme and the assistance provided contact Malta Enterprise on eureka@maltaenterprise.com or via our social media.

