

Networking⁴Enterprise

www.enterprise-europemalta.com



Malta Enterprise

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

Should you prefer not to receive information on services offered or provided by Malta Enterprise Corporation, kindly send your request to info@enterprise-europemalta.com

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Connect. Innovate. Grow.

The Enterprise Europe Network is here to help your business connect, innovate and grow. Help you find business partners using the world's largest business and technology opportunities database, get the latest information on EU Law and Funding and promote your product or service portfolio abroad.

Our network of nearly 600 organisations in over 50 countries has expanded yet again. Morocco has joined the Enterprise Europe Network, opening five new offices: 3 in Casablanca and 2 in Rabat. This

constitutional monarchy becomes the 3rd African country to join our network, alongside neighbours Tunisia and Egypt.

Some weeks later the Enterprise Europe Network also welcomed Canada and India on board, bringing the number of countries involved to a record 53. This move opens more doors for European companies to trade in these key international markets. The Network's presence in Europe, the Middle East, Asia and the Americas gives our SMEs a potentially strong foothold in established and emerging global markets.

We strive to ease the way Maltese companies can start trading abroad, find business or technology partners and access EU funding and we invite you to join us at the various exciting events we have lined up for you for the first months of 2013. Check out page 3 for further details on the planned brokerage events and let us know if you are interested in participating or getting to know more. What have you got to lose? Get in touch now! Drop us an email on info@enterprise-europemalta.com and we'll contact you to take things further.



*customers
are demanding
more variety
and customization*

Ing. Kevin Alamango B.Eng. (Hons.) MBA (Henley)
info@engineeria.com

High technology and the return of manufacturing

The European manufacturing industry has now long been assailed by the low cost manufacturing countries which compete mainly on labour rate

The news of corporations shifting all or part of their manufacturing is all too familiar. The business model of keeping development safely at home and manufacturing overseas has been working for some and not for others. Industrialists are realizing that immediate part manufacturing cost is not the be all and end all of everything and other factors come into play – the never ending cycle of chasing cheap labour and then seeing wage increases with prosperity, communication problems, unforeseen in-direct expenses, inconsistent taxation and shipment release procedures and quality issues are just some of the issues that spring to mind.

At the same time customers are demanding more variety and customization resulting in the need for manufacturing lines which are flexible with respect to both batch volumes and product typology. This makes it even more challenging to handle the supply chain and product quality at arm's length.

Another factor determining the manufacturing trends is the decreasing costs of specialized high technology work cells. A 5 kg payload 6 axis (the number of degrees of freedom) robot costing in excess of US\$ 80,000 in the late 1980's nowadays could be

purchased for less than a third of this and with much higher speed and positioning capability.

In the eighties more than 90% of robots were used in car manufacturing plants in contrast to less than 50 % nowadays when they are being used for a much wider range of tasks – product assembly, spray painting, handling of dangerous materials, cutting, polishing, and the carrying of specialized cameras for the automated inspection of products – all of this with high operating and energy efficiency. Modern flexible and highly articulate robots use servo motors making them more efficient than traditional compressed air powered machines which also have the disadvantage of not being easily re-configured for new or modified products.

The same cost vs. performance argument applies to vision systems. Human vision has played and still plays a substantial role in the process of manufacturing products, doing what machines could not do: locating, positioning, tracking and inspecting parts for quality. In some cases today the requirements of many manufacturing processes have surpassed the expected performance limits of human eyesight either because they are produced too quickly or because the tolerances are too small

to be analysed by the human eye. Besides, human vision is dependent on physical factors and how tired the operator might be. It cannot be considered to be 100 % effective 100 % of the time. In response to this “machine vision” emerged. Vision systems extract information from images and generate decisions about those images, such as where the object is, if it is of the right quality, if the lot number and expiry date matches with the preset and if its dimensions are correct.

Costs of vision systems have more than halved over the last 15 years alone and as a result of increased capability and lower cost there has been a proliferation of smart cameras installed on production machinery in recent years.

A plethora of methods and opportunities are available for industrialists which will help the sustained return of manufacturing to Europe – product development, product and operational excellence, lean thinking and application, a highly qualified and flexible work force, the list goes on, but central to the business model is the ability to have a flexible and cost effective manufacturing base built around high technology like robots and automated inspection systems.

Enterprise Europe Network kicks off

CALENDAR OF EVENTS 2013

As in previous years, the EEN Malta office at Malta Enterprise shall be assisting you to establish international contacts in a hassle-free and very cost effective way, through pre-organised 1-to-1 meetings. Moreover financial assistance shall be also available for eligible applicants.

Participation at any of these events will enable you to:

- get the latest information about trends and innovations in your field of business
- promote your products, technologies and know-how
- find commercial and technology partners
- discuss new project ideas

Company Mission to Sicily

20th – 22nd February 2013

Target sectors: Sustainable, green construction and ancillary sectors

Following the great success of the GreenBUILD Malta event held last October, Maltese SMEs operating in these sectors are invited to join this delegation and pursue opportunities in this nearby market.

For more details please email: brigitte.tanti@maltaenterprise.com

FutureMatch at CeBIT

6th – 10th March 2013, Hannover, Germany

Target sector: ICT

Since 1999 FutureMatch has enabled exhibitors and visitors at the fair to find partners for international cooperation, e.g.: sales and licence agreements, joint ventures, subcontracting, technology transfer or R&D projects.

For more details please email: joseph.grech@maltaenterprise.com

European B2B at Ecobuild

5th – 7th March 2013, London, UK

Target sectors: sustainable design, eco-technologies, water and waste management, new materials

This is the world's largest event for sustainable design, construction and the built environment; will introduce a brand-new 'Water, Waste and Materials' stream as part of its highly anticipated 2013 seminar programme.

For more details please email: joseph.vassallo@maltaenterprise.com

Company Mission to Turkey

26th – 27th March 2013

Target sectors: multi-sectoral

Turkey's strong economic growth, infrastructure build out, growing import market and positive brand appeal of particular products, services and technology can make this country a viable business partner for Maltese SMEs. We'll be working with our EEN counterparts in Istanbul, Ankara and Izmir to help you position your company in this untapped market.

For more details please email: brigitte.tanti@maltaenterprise.com

Euro-Mediterranean Brokerage Event "Unlocking the Potential", 2nd edition

mid- May 2013, Malta

Target sectors: functional foods, renewable energies, sustainable construction, life sciences, aviation, maritime, logistics and digital game production

Around 100 foreign companies will be coming over to Malta to meet with Maltese SMEs operating in the mentioned sectors. 1-to-1 meetings will be held over two days.

For more details please email: brigitte.tanti@maltaenterprise.com

Focus on ICT

Schemes and Incentives

Malta Enterprise provides incentives for foreign direct investors and local enterprises demonstrating commitment towards growth and increase in value added and employment. Enterprises engaged in manufacturing, ICT development activities, Call Centers, Healthcare, Pharmaceuticals, Biotechnology, among others, may benefit from these incentives. Below one can find a small selection of Malta Enterprise schemes. For a comprehensive list of incentives please visit the website on:
<http://www.maltaenterprise.com/en/support>

Strengthening Market Entry and Internationalisation

The scope of this incentive is to facilitate access to foreign markets by allowing enterprises to explore growth opportunities, establish business contacts and consolidate existing markets. This scheme provides part-financing to business undertakings that participate in international

trade events, fairs and trade missions. Business undertakings can capitalise on these events by establishing trade partners, developing value chains, identifying new business opportunities and acquiring knowledge about new markets, technologies and consumer trends.

This incentive supports business undertakings in developing their international competitiveness by supporting the development of new markets. An undertaking may be supported in:

- building partnerships and business relations through participation in trade fairs, networking meetings, trade missions and other similar events.
- the implementation for a holistic market development plan covering a period of at least 12 months which should lead to developing and/or enhancing the undertaking's market competencies and knowledge.

Malta enterprise provides advisory and training programmes through which business undertakings can be assisted in compiling business and market development plans that may be used as supporting documentation for this incentive.

The total aid that may be granted to a single undertaking⁴ is limited to €30,000 in any fiscal year⁵.

Malta Enterprise may part-finance eligible costs at a rate of 40% in the case of large undertakings and at a rate of 50% in the case of Small or Medium Sized Undertakings.

Micro Guarantee Scheme

The Micro Guarantees scheme shall provide eligible undertakings with the possibility to access funds required for the acquisition of tangible investments, intangible assets and working capital linked to such acquisitions.

The Micro Guarantee may only be used to support a new loan, used to finance investment costs approved by the Malta Enterprise, which in

Technology Opportunities for ICT companies

New digital printing and e-book technologies sought

(Ref: 12 GB 77dz 3PQ8) (Open)

A UK company is a market leading specialist in both short run digital book printing and long run litho book printing and is looking for partners who can provide relevant market-ready technologies relating to digital and e-book publishing. The company will enter into licensing agreements as well as all forms of technical and commercial cooperation with suitable partners.

Data acquisition and analysis software for engineering in the energy sector

(Ref: 11 ES 26E5 3NBS) (Open)

A Basque SME is looking for technical cooperation in intensive software solutions to be applied in the energy sector. It requires complementary knowledge in data acquisition and analysis for engineering projects. Partners are sought to carry out technical cooperation agreements to access valuable and bigger

projects in the renewable energy sector. The Basque company will provide background in requirements elicitation, design, coding and validation of software for electronic and control systems.

GPU cloud computing (gaming) hosting solutions for remote implementation of interactive 3D real time visualization software

(Ref: 12 BE 0213 3QJ0) (Open)

The Brussels-based company has developed real time photorealistic visualization software for outdoor and indoor virtual environments using the power and features of 3D graphics cards. It is currently looking for a partner specialized in GPU servers in cloud computing/cloud gaming which is able to implement 3D interactive visual solutions remotely. The considered partner invested in dedicated 3D servers/datacenter in order to run 3D applications as a service.

Scalability of Massive Multiplayer Online Game (MMOG)

(Ref: 10 IT 56Z6 3IVN) (Open)

A company coming from an academic spin-off based in the North-East of Italy, specialised in management advice and managerial learning and training through business simulations, offers business game software internally developed and customised on the basis of clients' needs. The company is interested in increasing the number of users that can access the game at the same time, up to 3-4 thousands units. The look for software developers for technical cooperation agreements.

Looking for an innovative approach to determine emerging segments using unstructured data

(Ref: 12 BE 0213 3Q8P) (Closed)

A Brussels-based multinational active in consumer goods looks for new technical modelling approaches to understand the

total do not exceed €100,000.

The scheme is made possible through the collaboration of participating banks that will provide the loan facilities covered by the Micro Guarantee Scheme.

Malta Enterprise will not require any security from the beneficiary in respect of the guarantee that will be issued to the bank. However, the bank granting the loan may require that the beneficiary secures up to 10% of the loan amount.

Investment Aid Tax Credits

Investment Aid Tax Credits support enterprise in investment and job creation. The scheme is mainly focused on attracting new investment projects and promoting expansion or diversification of existing enterprises.

Eligible enterprises, as defined in the incentive guideline document, can benefit from tax credits calculated as a percentage of the value which is set according to the enterprise size. The principle beneficiaries are enterprises engaged in manufacturing, ICT development activities, call centres, pharmaceuticals, biotechnology, filming and audio-visual industries.

Tax credits are computed as a percentage of either the value of capital investment or the value of wages for 24 months covering new jobs created as a result of an investment project.

The tax credits which are not utilised during a particular year are carried forward to subsequent years.



CeBIT 2013 Brokerage Event

Malta Enterprise will once again participate in the Future Match 2013 (5th - 9th

March) brokerage event taking place at the information and communication technology (ICT) fair CeBIT in Hannover (Germany). This is the 15th edition of the international brokerage event organised by the Enterprise Europe Network, the largest business support network in Europe. Since 1999 Future Match has enabled exhibitors and visitors at the fair to find partners for international cooperation, e.g.: sales and licence agreements, joint ventures, subcontracting, technology transfer or research & development projects.

Over 390 companies and research organisations from 39 countries participated in Future Match 2012 and booked over 1.500 bilateral meetings.

How to participate?

Register for €110 (+ VAT, incl. CeBIT tickets) and provide a profile describing your offer or request. All the participants' profiles will be published on this website. Browse the online catalogue and book meetings with participants you are interested in. Prior to the event each participant will receive an individual meeting schedule.

Malta Enterprise is offering the possibility for the first two companies registering for the event by submitting all requested documentation to have the registration fee above Free of Charge including CeBIT entrance tickets.

Malta Enterprise is also offering the possibility to part-finance travelling costs and registration fee up to 50% plus daily per diem. This incentive is subject to approval according to the guidelines of the Strengthening Market Entry and Internationalisation scheme.

All registrations and application forms must reach Malta Enterprise by not later than the 13th February 2013. For further information kindly contact the EEN office at Malta Enterprise on tel: 2542 3218 or info@enterprise-europemalta.com

connections that the consumers are making between their existing segments and identification of potential new/emerging segments that might be adjacent to their current portfolio. The company is open to different kinds of collaboration.

Universal programming language to automatically generate source code in multiple languages for multiple software applications

(Ref: 11 IL 80EP 3NS2) (Open)

An Israeli company is developing a software programming solution that generates universal source code to work across multiple platforms and eliminate manual recoding. The company is designing the system and producing the main tool IDE and adaptation to C#, VB, Windows C++, Borland C++, and others. It is also managing UI design, QA, and Usability tests. Looking for:

- Programmers in areas such as iPad, iPhone, Android, Windows 8 Apps, HTML5, JavaScript
- Developers to create an online store and DB

Partners sought for Localization or Converting of Mobile Application

(Ref: 12 TR 99PB 3PCK) (Open)

A Turkish SME specialized in iPhone / iPad applications developed a mobile game application which is based on drawings of users. The company is looking for partners in similar sector for localization the application in other languages, converting the application to another mobile platform and joint further development.

Software Development for Cloud Computing

(Ref: 12 ES 27F4 3P1L) (Closed)

An Andalusian company very active in the field of Information and Communication Technologies is very interested in getting in contact with another company or research group specialized in cloud computing platforms (based on open source software) to achieve technical cooperation agreements through the development of innovative cloud services for health, education, e-government and public sector.

Communication software to be linked to media websites

(Ref: 12 IS 81ET 3P4L) (Open)

An Icelandic SME is developing unique software which is to be connected to media websites. When reading online news, people can see a question mark (?) appearing on the page just like on Facebook and Twitter. People can click on the mark when they want to ask questions related to the article's topic. The Icelandic SME is looking for media companies abroad as shareholders, investors and partners for further development of the software.

IT companies and organizations for open source next generation accessible portal

(Ref: 11 IT 55Y2 3L2K) (Open)

An Italian SME, maintainer of an open source next generation accessible portal, is looking for IT companies and organizations all over the world that are interested to join the "Ecosystem Partners Program" and offer to their customers (public and private sectors) innovative software solutions based on the open source platform.

Business Opportunities

20121127075

A Portuguese company specialized in the production and commercialisation of fish and seafood products (fresh and frozen), is looking for trade intermediary services (mainly distribution). It is also interested in becoming a distributor of seafood products (molluscs and shrimps), for a company that would like to enter the Portuguese market. The company would also like to obtain know-how about production / manufacturing process concerning a sustainable policy, along with equipment.

20121010056

Hungarian company, specialised in trade with traditional meat products, is looking for distributors, wholesalers and retailers and also offers its services as a distributor of meat products.

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.

20120820001

An Armenian company, which is involved in wholesale and retail trade of different kind of goods (food, household goods, souvenirs, toys, perfume, cosmetics, metal jewellery etc), is offering trade services (wholesale and retail trade) to foreign partners.

20121109025

Spanish company specialized in the production of organic wine and cava is looking for wine importers.

20121108004

Greek manufacturer and trader of wines, with more than twenty years experience, requests trade intermediary partners (agents, distributors and representatives). It is also looking for transport and logistics companies in order to widen its market. Joint venture collaboration is also considered. On the other hand, the Greek company is offering licensing agreements and is interested in supporting its potential partner by offering its production activities.

20121012006

A Belgian company specialized in the trading of home-made beer (400 Belgian craft beers) is looking for distributors.

20120614020

Polish manufacturer of traditional slow-food products is looking for distributors and franchisees (for more than 150 types of products such as sweets, meat products, vegetable preserves, fruit preserves, honeys, coffees, liqueurs, teas, etc.).

20121012009

A Polish company specialized in trade of high quality wood joinery, i.e. windows, interior and exterior doors, is looking for partners who could facilitate distribution of its products in foreign countries. The company is also offering to distribute other products from wood sector on a polish market.

20120201003

A Polish company which deals with furniture trade and renovation is looking for intermediaries for its products (agents or representatives). The company also offers intermediary services (as a representative) for its potential partner. The partner sought should be dealing with antique furniture.

20120525017

A Polish company offers its services as a representative / agent in Poland for the sale of materials for the production of furniture.

20120122009

A Turkish company manufacturing PVC coated Doors & Cabinets Systems, furniture for kitchen, bathroom and TV offers and requests : trade intermediary and merger or exchange of shares, and reciprocal/ production and Subcontracting/ outsourcing.

20121203036

A Polish company specialized in complex solutions for multimodal transport offers its services to European companies.

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.

20121120028

French company is specialized in international transport (by road, air or sea) and logistics (storage, order preparation, customs clearance, fiscal representative). The company offers the organization of the shipment and the distribution of products in the European Union. The company is also interested in co-operations with trade intermediaries or distributors to develop its activity in Turkey and Switzerland.



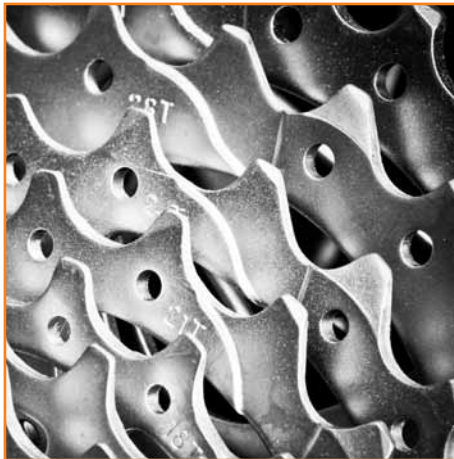
Technology Requests

METAL MANUFACTURING

Knowledge in stainless steel component manufacturing and colouring

12 SE 67CJ 3R5K

A Swedish company is seeking a partner with knowledge in manufacturing and surface treatment of small stainless steel components. Specifically, they want to produce an approx. 20x20 mm component similar to a watchcase. Based on their first design proposal, they would like to discuss ways of manufacturing, including hinge design, locking mechanisms, engraving and surface treatment/colouring. The collaboration is expected to lead to a manufacturing agreement with technical assistance. The company wants to find a partner that has knowledge in manufacturing stainless steel components using methods such as metal injection forming, milling or any other method for small stainless steel component production.



ELECTRONICS

Seeking Novel Electronics Equipment for a Vessel's Bridge

12 GR 49Q1 3R1G

A Greek company that designs and produces electronic marine equipment is looking for novel electronic marine products through a commercial collaboration with technical assistance. The Greek company provides customised solutions and also supplies, repairs and installs electronic equipment for both commercial vessels and leisure boats. It is open to commercial, technological as well as R&D cooperation with any kind of organisation that has expertise in the field, including shipyards.

WASTE MANAGEMENT

Innovative technologies for industrial waste reuse or recycling

12 IT 53V0 3R3N

An Italian company working in the waste management sector is looking for innovative technologies for industrial waste reuse or recycling (water, solid mass, etc.). The company is interested in manufacturing or commercial agreements with technology developers. If the technology is not fully developed the partner should make its know-how available in order to allow the company to manufacture a system based on the proposed technology. If the technology is completely developed, the partner should supply the technology and provide the needed technical assistance for its use.

PHARMA

Monitoring microcirculation: Possibly useful in early drug development

12 NL 60FI 3R5F

A Dutch SME has developed a system for monitoring microcirculation and tissue oxygenation. Originally developed to monitor sepsis, it appeared that many drugs and many processes in the human body influence microcirculation.

The SME seeks collaboration with drug developers to explore the possibilities of their system in early stages of drug development and testing.

ICT

URGENT - PS: Eureka : language processing technology

12 FR 38m5 3R6D

A French SME is working on the development of a smart virtual agent. They want to coordinate a EUREKA project, which will aim at developing the technical aspects of this virtual agents. They are looking for a european partner to participate to technological developments with skills in large scale natural language processing with semantic web techniques. The partner will be expected to develop the "questions processing" module which will have to operate in different languages.



UNIVERSITY OF MALTA
L-Università ta' Malta



MAKE GOOD IDEAS HAPPEN



Engaging public seminar series on Intellectual Property and Knowledge Transfer organised by the University of Malta in collaboration with the Malta Chamber of Commerce, Enterprise, and Industry & Isis Innovation, the technology transfer company of the University of Oxford.

Seminars will be followed by a networking session.

Parenting for Tech Businesses

Entrepreneurship and Mentoring for Technical Start-Ups

When: 5-7pm on Thursday 21st February 2013

Where: Malta Enterprise Corporation, Gwardamangia Hill, Pietà

Target Audience: Entrepreneurs, Mentors, Investors

Event Partners: Enterprise Europe Network (EEN)

More seminars in 2013 to be held on the 3rd Thursday of each month. To register, for more information and updates about events in this series, visit www.um.edu.mt/knowledgetransfer



Operational Programme II - Cohesion Policy 2007-2013
Empowering People for more Jobs and a Better Quality of Life
Event part-financed by the European Union
European Social Fund (ESF)
Co-financing rate: 85% EU Funds; 15% National Funds



Technology Offers



RENEWABLE ENERGY

Innovative photovoltaic plant monitoring system

12 IT 53U6 3R5Y

An Italian SME has developed an innovative monitoring system to check, to control and to maintain Photovoltaic (PV) plants. It is able to verify, in real time, operations and performances of every PV plant component and to solve malfunctions, quickly, saving time and money. The technology allows the remote turning on or switching off, via web, of many domestic and industrial devices. The company is looking for PV plant owners, installers and maintenance operators for commercial agreements.



ICT

Powerful ticketing software technology for events management

10 ES 28F9 3HCW

A Spanish software engineering company from Madrid specialized in ticketing sector, has developed a powerful ticketing system for any event management. The technology covers the software area (allowing the ticket sale in box offices, call centers, internet, selling and collecting kiosks and mobile); the hardware (selling and collecting kiosks) and finally the access control systems. The company is looking for a commercial agreement with technical assistance.



CHEMICAL

New technology/product for mosquitoes control

09 IT 54V8 3ELS

An Italian micro SME has developed a new technology/product to control and prevent mosquitoes based on site production of CO₂. Substance contained in the actual formulation are not classified as dangerous and chemical and physical properties of the preparation made the product stable on the environment and during all the time of its use. Its characteristics allow the product to be widely used. The company is looking for industrial partners interested in further development and production.

ICT AND FURNITURE

Electronic catalogue for furniture sector

06 ES SERT 0F3T

A Spanish research centre has developed an electronic catalogue for the furniture sector. This software allows the manufacturers to generate their own interactive virtual catalogue without using programming languages for the user. The clients through an application can consult the catalogue, being able to change the product finishing and textures in an interactive way. The centre is interested in setting up a license agreement with furniture manufacturers and their providers (door and door case providers, handles providers, etc.) but they are also open to other types of cooperation. In the case of Commercial cooperation, the research centre offers technical support and maintenance including on-line service for doubts and questions.

ADVERTISING

Innovative solution for interactive multi-touch screens for advertising and/or informative purpose

10 SE 67CJ 3IG4

A Swedish high-technology company within the area of interactive displays, is offering a innovative screen solution which is based on the ability of several users to interact with the screen at the same time. The displays are used at fairs, small exhibitions, unique advertising and information spaces, suitable to be placed both indoors and outdoors. The company is seeking partners for commercial agreements with technical assistance and/or joint venture.

