

Servicios ofrecidos Red de Empresas Europeas (EEN)











Nodo de Uruguay















Los tres pilares de la EEN

- √ Cooperación empresarial
- ✓ Cooperación tecnológica
- ✓ Participación en proyectos europeos I+D+i





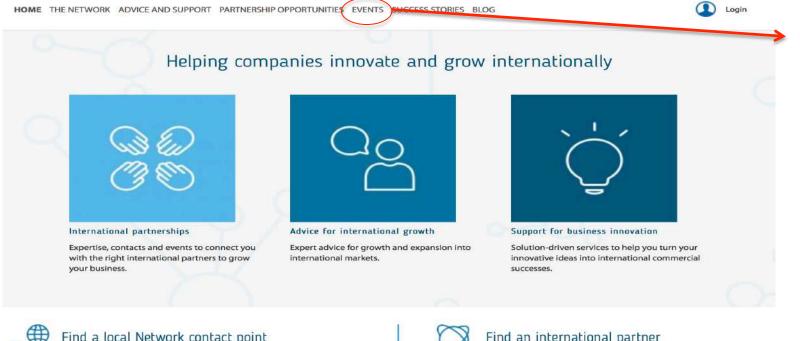








Servicios de la EEN



Búsqueda de eventos organizados directamente por la EEN



Get in touch with your local Network contact point by selecting the country and city closest to where your business is based. They can help you with advice, support and opportunities for international partnerships.



OR

Search non-EU country



5 tipos de perfiles

- Oferta/demanda tecnológica
- Oferta/demanda de negocios
- Colaboración en I+D +i













Perfil comercial

Tecnologías convencionales o productos existentes Intermediarios comerciales o proveedores Cuando el cliente necesita o demanda socios para expandir Franquicia en otro país su negocio en el extranjero, mediante una oferta o demanda comercial Asociaciones, que no involucren TT





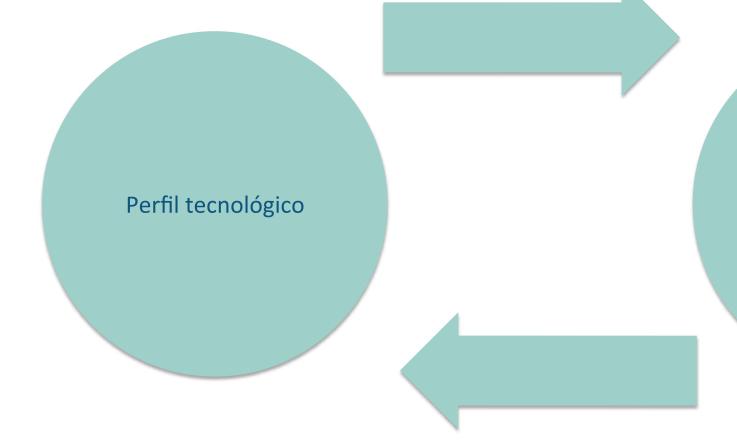


Oferta Com: ofrecer sus productos o servicios









El cliente ofrece o
solicita una tecnología
innovadora o un
know-how y se llevará
a cabo una
transferencia de
tecnología o
conocimiento.



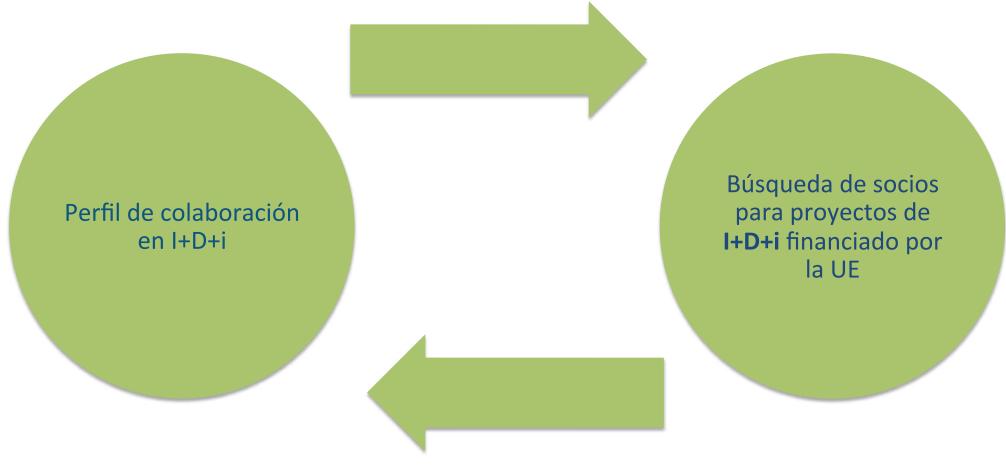






















¿Cómo escribir un Perfil de Cooperación?

- ✓ Claro y conciso
- ✓ En tercera persona y en inglés
- ✓ Anónimo: no se proporciona información de la empresa, marcas, ni número de patentes
- ✓ Evitar lenguaje comercial
- ✓ Evaluadores externos









Ejemplo de perfil de demanda comercial

Leading German online games' publisher seeks inventive developers of multiplayer games interested in commercialization of their products under licence agreement

Country of origin:



Opportunity: BRDE20200924001

Published 24/09/2020

Summary

A leading online games publisher in Western markets, headquartered in Germany and with multiple locations around the world, is interested in contacts to game developers that would like to publish their online games on the companies' platform. The company offers more than 30 free-to-play massively multiplayer online games (MMOGs) on its own publishing platform(s) already. Offered are publishing deals including licensing agreements, or a financial agreement on a case-

Partner sought

The company is looking for online games development companies that do not have the necessary resources and/or know-how to bring these games to market and scale up the business. The games should meet these criteria: - designed to be a(n) MMOG/Games-as-a-Service title - utilizing a free-to-play business model (or premium with additional monetization) - developed for PC and/or console platforms (cross-platform games with mobile are okay, if they're not mobile-first) - targeting a mid- to hardcore user audience - ready for a commercial release within the next 6-12 months The company offers to provide funding for titles that it would like to publish, but interested developers should have at least a functional build that includes the core online multiplayer features. The company is NOT looking for: Casual, gambling, offline, singleplayer, VR Exclusive publishing deals, combining license agreements with publication and dissemination services are offered. Financial agreement on funding can be negotiated on a case-by-case basis.











Ejemplo de perfil de oferta comercial

Spanish textile company specialized in manufacturing and distributing textile products is looking for agents and distributors.

Country of origin:

SPAIN

Opportunity:

BOES20171210002

Published 27/12/2018

Last update 21/04/2020

Summary

A Spanish family-run artisan textile factory founded in 1854 in Pollensa (Mallorca) and dedicated to the production of typical Majorcan fabrics, produces products made out of a unique fabric such as tablecloths, cushions, bedspreads, shoes, accessories and clothes and years of distribution, import/export of textile experience is looking for commercial agency agreements and distribution services agreements.

Advantages & innovations

Innovative and quick supplying system from which customers can benefit in terms of time and cost saving. Hundreds of different fabrics in a large assortment, thousands of colours, products always ready in stock service, also available in small quantities to satisfy even small-scale supplies.

Stage of development

Already on the market













Ejemplo de perfil de demanda de tecnología

Portuguese company dedicated to capturing underwater images seeks to develop its technology. Technical cooperation agreement is sought.

Country of origin:

PORTUGAL

Opportunity:

TRPT20201001001

Published 01/10/2020

Last update 06/10/2020

Summary

Portuguese company specialized in underwater imaging, using the most advanced underwater visualization technology is looking for partners to co-develop applications that make the data more comprehensible for the general users and with technology in the application field to test in the real operation conditions. The company intends to establish a technical cooperation agreement.

Partner sought

The type of partner sought are: - partners that jointly can help develop applications that make the data more comprehensible for the general users - partners that have technology in the application field to test in the real operation conditions - partners that have Information and Communications Technology (ICT) and Artificial Intelligence (AI) in development for good working consultation platforms for their data and processing. The company intends to establish a technical cooperation agreement.











Ejemplo de perfil de oferta de tecnología

Production management system and traceability for SMEs in the agro food sector

Country of origin:

SPAIN

Opportunity:

TOES20200302001

Published 02/03/2020

Last update 12/03/2020

Summary

A Spanish technology center offers a management system to professionally handle the production data to those companies interested in improve the results of their production plans. The tool is a real-time management system that allows users to monitor every aspect along the production chain, supporting decision making processes. Partnership sought are commercial agreements and research cooperation agreements with companies or entities to participate in EU funding programs in agro food topics.

Advantages & innovations

The tool is fully oriented to control the production chain and the administrative aspects of a production process in SMEs. It is a system that improves the traceability of products, easy to install and compatible with any type of electronic device. The tool is composed by a production module that: a) Manages the full production chain, from the initial phases of the product, until the final contact with the client. b) It is totally adaptable to any type of products, labelling, providers, clients, operations, and fully optimized to agro food regulations. c) Applicable to production processes, management of historic data, traceability, contact with clients, etc. An administration module containing the administrative tools necessary for the management of billing and communication with the accounting platform, is also available.













Ejemplo de perfil de colaboración en I+d+i

H2020-EIC-FTI-2018-2020 - Looking for a design and engineering company with experience in software for 3D modeling and failure modes analysis to develop and produce an innovative and eco-friendly umbrella

Country of origin:



Opportunity:

RDIT20200807003

Published

07/08/2020

Summary

An Italian company created an eco-sustainable umbrella, 100% recyclable, with a unique Italian design and featuring a patented innovation that makes it more durable. The SME have already created a first model to enter the market by the end of 2020 and is planning to develop two new models. To carry out the project the SME is looking for a design and engineering company with expertise in software for 3D modeling and failure modes analysis and interested to be part of a FTI project.

Partner sought

The partner sought is a foreing design and engeneering company that will be in charge of the designing, engineering, prototyping and testing, both each single plastic component and the umbrella as a whole, through the use of software for 3D modeling and failure modes analysis.











Brokerage events (B2B)

- ✓ Buscan reunir a un grupo de personas de diferentes países y distintas organizaciones durante un corto período de tiempo, con la finalidad de generar redes flexibles y efectivas
- ✓ En Europa la mayoría son organizados por la EEN
- ✓ Forman parte de eventos más grandes (conferencias, ferias, etc)











¿Cómo escribir un Perfil para B2B?

- ✓ Claro, atractivo (en inglés).
- ✓ Describe el rol de la empresa (no es anónimo).
- ✓ Completar la sección del Marketplace: especificar al menos un producto/servicio que se está ofreciendo y/o buscando.
- ✓ Validado por los co-organizadores
- ✓ Reuniones bilaterales de 20' o 30'









Algunos eventos...

- ✓ Drone-Days 2.0 matchmaking event. 22 Octubre 2020. https://drone-days-20-matchmaking-event.b2match.io/
- ✓ Green Office @ ORGATEC. 28/29 de Octubre 2020. https://een.ec.europa.eu/events/green-office-orgatec
- ✓ Smart City Live Brokerage Event. 16 Noviembre 2020. https://smartcity2020.b2match.io/home
- ✓ Virtual WindEnergyMatch 2020. International Brokerage Event. 1 4 Diciembre 2020. https://windenergymatch-2020.b2match.io/
- ✓ Business Meeting Biomedica on the Move. 31 December 2020. https://biomedica-otm-2020.b2match.io/
- ✓ InnoTrans BUSINESS DAYS. 27 30 abril 2021. https://innotrans-business-days.b2match.io











Enlaces de interés

- ✓ EEN: https://een.ec.europa.eu
- ✓ Base de datos de los perfiles publicados de todos los países: https://een.ec.europa.eu/partners
- ✓ Base de datos con próximos eventos: https://een.ec.europa.eu/events?f%5B0%5D=field_eventstartdate%3Anext_year_
- ✓ Una de las mayores plataformas de acceso a eventos b2match: https://bit.ly/20nVgE5
- ✓ Linkedin EEN Madrid https://www.linkedin.com/in/enterprise-europe-network-madrimasd/











¡Muchas gracias por su atención!

Nuestros contactos:

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