

## Maritime Industries News #34

The **Enterprise Europe Network** offers support and advice to businesses across Europe and helps them make the most of the opportunities in the European marketplace. Comprising close to 600 partner organisations, among them Chambers of Commerce, Regional Development Agencies and Innovation Support Organisations, it covers more than 60 countries, throughout Europe and beyond.

**This Newsletter** publishes regularly updated information on partner search profiles in the fields of shipbuilding, offshore industries, ports & logistics and fisheries & aquaculture as well as information on brokerage events at large international fairs, company missions, international conferences and workshops and regional events.

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### SHIPBUILDING

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#### BOSI20220324029

**A Slovenian company specialized in machine vision is offering outsourcing agreements to industry and research partners**

A Slovenian company is specialized in solving demanding cases in the field of machine vision. They are present in industries with the requirement for very high product control. They use high-quality equipment that is adapted to customers' needs. The company would like to establish an outsourcing agreement partnership with SMEs and large companies from robotics, automotive, measurement, manufacturing and other industries, with a need of expertise in the field of computer vision.

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#### BOIT20220318040

**An Italian company operating in refrigeration systems for the marine and military sector is looking for partnerships under an outsourcing agreement, subcontracting or joint venture agreement**

An Italian SME working in the design, installation and maintenance of heating, ventilation, air conditioning and refrigeration systems for the marine and military sectors is searching for foreign partners in order to expand its activity in the main foreign shipyards. Subcontracting, outsourcing and joint venture agreements are considered.

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#### BODE20220414024

**A German SME active in the polyurea coating of vehicles and other parts is looking for commercial agreements**

A German SME is offering the coating of vehicle parts as cargo space floors or tail lifts with polyuria. The coating increases the friction coefficient of cargo space floors, ladders and running boards. Beside the increased friction coefficient, the coating reduces noise, is wear resistant, UV-resistant and food safe. The German SME is looking for commercial agreements.

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#### BOGR20220322026

**A Greek high-tech, high-efficiency composites' manufacturer offers its productive capacity for firms interested in manufacturing demanding, or large or complex composite parts with competitive pricing and high quality for commercial manufacturing agreement**

A Greek SME is working in the area of composites production. The company offers its productive capacity to firms that would like to manufacture large or complex composite parts including boat hulls, automotive parts, wind generator blades etc. The company is looking for partners from any area of the market that require demanding composites parts with high skill, competitive pricing and high quality under commercial manufacturing agreement.



*Business Support on Your Doorstep*

### THE NETWORKS MISSION

- Provide **information and support** to companies and research institutes about **EU legislation, policies and programmes**.
- **Find business partners** in foreign countries, whether the partnership be commercial, technological or for common R&D projects.
- **Support the competitiveness and innovation** capacity of SMEs in the EU.
- Increase the participation of SMEs in the **European R&D Framework Programme**.

### THE NETWORK'S SECTOR GROUPS

#### Boost your business with specialists

To offer services with high added value for priority sectors, Network Partners have combined forces within Sector Groups. Each of the Sector Groups is undertaking different actions like targeted information and brokerage events, company missions and targeted services.

The **Sector Group Maritime Industry & Services** currently has 17 active members originating from 15 European Countries.

To learn more about Enterprise Europe Network please visit

<http://een.ec.europa.eu/>

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## BOBE20220314012

**Belgium SME is looking for agents for their innovative augmented reality (AR) based platform to guide operators through any manual process without mistakes. There are 3 modules digital work instructions, machinevision and augmented reality**

The company is based in Belgium and with division in the UK. It offers assembly solutions and has developed its own innovative software platform for manufacturing, guiding operators in factories through any workflow, so they can carry out any assembly without errors. Their clients are mostly active in the automotive, aerospace and offroad markets. They are looking for partners with an existing client portfolio interested in commercial agent agreement to promote and sell the innovative software.

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## BOIT20220323039

**Italian company specialized in the manufacturing of special mechanical components as well as in high-precision welding is looking for partners to cooperate under subcontracting and manufacturing agreements**

An Italian company specialized in the manufacturing of special mechanical components, boilers, which can be adapted to many types of machines or instruments related to various industrial sectors as well as in high-precision welding, with more than 50 years of experience, offers its services under subcontracting and manufacturing agreements.

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## BOLT20220325004

**A Lithuanian company specialized in metalworking, shipbuilding and repair is looking for partners to work under outsourcing, manufacturing or subcontracting agreement**

A Lithuanian company carries out commercial activities and provides a wide range of services in welding, installation of metal structures in various complex dimensions. The company employees are highly qualified and experienced welders/assemblers with many years of experience and certified according to EU requirements. The possible cooperation is under outsourcing, subcontracting or manufacturing agreements.

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## OFFSHORE INDUSTRIES

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### TRFR20220314045

**Tanks of type 1 are searched for hydrogen storage in marine conditions**

A French company is developing a new concept of energy production needing its storage via hydrogen. The gaseous hydrogen should be kept into tanks, with a capacity of 10 to 40 cubic meters at pressure comprised between 200 up to 500 bars. Partnership is proposed to test the resistance of these tanks in marine conditions.

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### TODK20220407031

**Danish research team offers competences within wave modelling & simulation for subsea robots for offshore applications**

A Danish research team with dedicated knowledge within application of autonomous underwater robotic for subsea challenges is offering its competences within wave modelling and simulation specifically for subsea robots for offshore applications. Currently the team seeks to cooperate with problem owners that require optimization in relation to their subsea operations.

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### TODK20220407020

**Danish research team offer their competences within application of optical and acoustic sensing for subsea positioning and automatization**

A Danish research team with dedicated knowledge within application of optical and acoustic sensing for subsea challenges is offering its competences for projects within mapping, positioning and automatization of underwater projects. Currently the team seeks to cooperate with problem owners that require optimization in relation to their subsea operations as knowledge contributor in projects and seek partners with competences in all other aspects of autonomous subsea operations.

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### TOPT20220314048

**A Portuguese company is looking for partners for a joint venture agreement or financial agreement for the commercialization stage in a wave energy unit**

A Portuguese SME has developed a specific and innovative unit that uses sea waves energy for electricity. It can be installed in ports or jetties and be designed for the

## NEWS

**Fisheries: Commission activates crisis measures to financially support fishery and aquaculture sectors**

The Commission has decided to activate new crisis measures to support the fishery and aquaculture sectors in the context of Russia's invasion of Ukraine. The crisis mechanism of the [European Maritime, Fisheries and Aquaculture Fund \(EMFAF\)](#) will bring immediate relief to operators of the fishery, aquaculture and seafood processing sectors through financial compensation for their economic losses and additional costs. It will enable Member States to grant financial compensation to operators for income foregone due to the current market disruption, as well as 'storage aid' to producer organisations. This step comes in addition to the [Temporary Crisis Framework](#), which enables Member States to provide support through State aid.

[Read more.](#)

## PUBLIC TENDER

### 2022/S 053-138411

**Netherlands-The Hague: Research consultancy services**

Time limit for receipt of tenders or requests to participate: 05/05/2022; Local time: 13:00

[Read more\\*](#)

### 2022/S 067-178720

**Norway-Bergen: Hire of water transport equipment with crew**

Time limit for receipt of tenders or requests to participate: 28/04/2022; Local time: 12:00

[Read more\\*](#)

### 2022/S 068-181703

**Norway-Bodø: Ferry transport services**

Time limit for receipt of tenders or requests to participate: 02/06/2022; Local time: 09:00

[Read more\\*](#)

### 2022/S 061-161996

**Norway-Bergen: Marine equipment**

Time limit for receipt of tenders or requests to participate: 28/04/2022; Local time: 12:00

[Read more\\*](#)

[\\*www.ted.europa.eu](http://www.ted.europa.eu)

protection of coastal erosion or hydrogen production. To develop further its converter concept the SME is seeking for partners for the demonstration and improvement of the unit in a simulation environment, or interested in financial or joint venture agreement with energy sector companies to implement the first pilots in the sea.

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**TOGR20220330006**

**A Greek SME offers a forecasting system, providing sea characteristics and other support services, on high local resolution and looking for expanding it for commercial, investment or research agreements**

A Greek SME dealing with IT solution for the environment offers a sea forecasting platform of high analysis, using satellite data. The platform is integrated, providing useful information for a multitude of end-users and it can cover any sea of the globe. The company is looking for partners, from various sectors for commercial or joint venture agreements or participation in research projects.

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**PORTS & LOGISTICS**

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**TRDE20220406019**

**Operating ships at berth with as few emissions as possible - German seaports are looking for innovative solutions, concepts and ideas**

To support the path of decarbonization of shipping the nine largest German seaports are looking for innovative ideas, concepts and existing technology solutions beyond on-grid land-based power supply facilities. Focus is on innovation for zero emission at berth, but solutions may also contribute to reducing emissions while ships are at sea.

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**BORO20220331011**

**A Romanian shipping agency services provider seeks commercial and/or outsourcing agreements with partners in need of ship handling, ship supplies and logistics**

A Romanian company, with almost 15 years of experience, seeks partners in need of ship handling, ship supplies, logistics, as well as port clearance and other related services, in order to establish outsourcing

and/or commercial agreements. The Romanian company wants to expand its portfolio and is able to provide such services to partners within the European Union.

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**FISH, FISHERIES & AQUACULTURE**

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**BRDE20220328012**

**German importer of fish & seafood is looking for vegan/vegetarian fish and seafood alternatives, supplier agreements offered**

A renowned importer of fish and seafood to the German market would like to extend its product portfolio with vegan or vegetarian fish/seafood substitute products. Long-term cooperation with suppliers of fish alternatives is offered.

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**Other**

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**TRDE20220405013**

**Cloud-based Dive Centre Management System developers sought**

A small SME from southern Germany has developed a software management solution, specifically tailored to the needs of dive centers, stores, surf schools, kite schools. It is cloud-based, can be operated on- and offline and is completely paperless and therefore resource efficient. The innovative system is available in many languages, and can be used worldwide. It is already on the market and the company is looking for software developers with skills in specific programming languages.

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**TOGR20220216007**

**A Greek tech start-up offers coastal litter detection, mapping and monitoring technology, using artificial intelligence and utilizing drones**

A Greek tech startup has developed a new technology for the detection, mapping and tracking of marine litter pollution. The technology makes use of remote operated aerial systems (drones) and advanced AI algorithms. The company is looking for collaborators to run a pilot marine litter detection project. Partnerships considered: commercial agreement with technical assistance or technical cooperation agreement.

## NEWS

**European Innovation Council: biggest annual funding opportunities for innovators to scale up**

The Commission adopted in February the 2022 work programme of the European Innovation Council. It opens funding opportunities worth over €1.7 billion in 2022 for breakthrough innovators to scale up and create new markets. Launched in March 2021 as a major novelty of the Horizon Europe programme, the European Innovation Council has a total budget of over €10 billion between 2021 and 2027.

[Read more.](#)

Source: European Commission

**The NEcOLEAP project brings together industry trailblazers to build a climate-neutral cruise ship**

Enterprise Europe Network partner Business Finland is financing a project for leading companies and their partner ecosystems, which aims to help companies to increase their RDI investments in Finland. The NEcOLEAP project develops carbon-neutral and sustainable technological solutions for cruise ships through an extensive partnership network. The goal is to secure a billion-order cruise ship order for a Finnish shipyard.

[Read more.](#)

**Finnish invention revolutionizes the construction of offshore wind energy**

Offshore wind farms are facing a considerable bottleneck in construction, as the current method of installation using offshore lift vessels is both slow and expensive. Finnish Elomatic offers a foundation solution that makes installation without lift vessels possible and is up to 20 % more affordable than current methods.

[Read more.](#)

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**BOIT20220408016**

**Italian company specialized in additive manufacturing of ceramic and metal components is seeking for manufacturing agreement**

Italian company specialized in additive manufacturing of ceramic and metal components. The developed process allows to realize complex geometries faster, reaching a very high precision, less than 0.1 mm, which makes the components perfectly similar to those obtained from standard processes. The SME is seeking for manufacturing agreement.

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**EVENTS**

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**European Maritime Day 2022, Ravenna 19-20 May: registration is open!**

European Maritime Day 2022 will take place in Ravenna as a hybrid event on 19 and 20 May 2022. The main topic is 'Sustainable blue economy for green recovery'.

In addition to physical participants, remote participants will also be able to attend EMD virtually via online sessions.

[Discover the program and register](#) before 12 May 2022 to participate in any session you are interested in, either as a physical or as a virtual participant.

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**1.-2. June 2022 Navigate exhibition and matchmaking in Turku, Finland + 8.-9. June 2022 online matchmaking**

Navigate is an international B2B trade exhibition for maritime and shipping professionals, organised bi-annually in Turku, Finland. NaviGate 2022 Matchmaking event is on-site during the Expo on 1st and 2nd June. There will be virtual matchmaking one week after the event on 8th and 9th June for those who cannot participate in the on-site event and those who want to continue discussion with the connections made during the event: <https://navigate-2022-matchmaking-event.b2match.io/>.

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**MariMatch @ Posidonia 2022; Athens 7, 8 & 9 June 2022**

MariMatch 2022 is a forum for companies as well as Research & Innovation stakeholders from the maritime sector that are looking to initiate or expand their International network for business, technological cooperation or research partnerships at the leading international fair Posidonia 2022. This year, MariMatch 2022 will be a hybrid event where participants will have the chance to have meetings either on-site face-to-face, or online through the b2match platform, or both.

Interested companies & organisations are invited to register no later than June 2nd 2022 by submitting their profile via the website <https://marimatch-posidonia2022.b2match.io/>. Participation in the event is free of charge.

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**Icefish 2022 matchmaking event, Brokerage Event, 08./09. June 2022, Kópavogur/Iceland**

The Icelandic Fisheries Exhibition 2022 is a must for all commercial fisheries organisations and associated businesses. Enterprise Europe Network is organising a matchmaking event, taking place at the exhibition on the 8 - 9 June 2022. The matchmaking event at Icefish 2017 had over 90 participants from 24 countries in attendance. Registration and participation is FREE of charge. The website <https://icefish2022.b2match.io/> is online.

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**MariMatch at SMM Hamburg, September 8th and 9th 2022**

EEN-team at TUTECH INNOVATION invites all exhibitors and visitors of SMM to participate in the international brokerage event "MariMatch at SMM". Focus is equally on innovative solutions for sustainability and digitization as on the expansion of international contacts. Take this opportunity to get to know future business and research partners and expand your maritime networks! Register free of charge, book meetings in advance and enjoy efficient networking at SMM: <https://marimatch-smm2022.b2match.io/>.

## GET IN TOUCH!

This NEWSLETTER is prepared by Enterprise Europe Network Maritime sector group with members originating from 15 European Countries.

*Your regional Enterprise Europe Network contact is :*

Nathalie ANDRE  
CCI OCCITANIE—Montpellier  
Phone: +33 6 26 44 58 04  
E-Mail: [n.andre@occitanie.cci.fr](mailto:n.andre@occitanie.cci.fr)  
<https://www.occitanie.cci.fr/produit/recherche-de-partenaires>



**South West Enterprise Europe Network website:**

<https://www.entreprise-europe-sud-ouest.fr/content/search/>



## Find a partner abroad for your business

The Network manages Europe's largest online database of business opportunities.

Search for business or academic partners to manufacture, distribute, co-develop and supply your products, ideas and services.

### Find a partner in three steps:

1. Search our global partnership database based on your criteria
2. Express your interest by telling us about your company
3. We put interested partners in touch

<https://een.ec.europa.eu/partners>

