

Oportunidades de negocio SECTOR MARÍTIMO



Greek SME offers simulation solution for optimizing the cathodic protection in marine structures or vessels and looking for end-user to test it.

A Greek engineering SME offers a simulation tool as a solution to the corrosion problems of the metallic structures in the marine environment. The company provides a solution to optimize the process of the cathodic protection which results in better and more economic protection. Partner sought could be the owner of an offshore metallic structure or vessel to collaborate under technical agreement for testing and validating the solution in real and for free.

TOGR20170315001

Installation reducing emissions of greenhouse gases (GHGs) by ships' engines and comprehensive services in the field of pollution monitoring systems are offered.

Polish start-up has developed an innovative system that reduces volume of greenhouse gases produced by ships' engines. The firm is offering to provide partners with designs of the installation customised to their ships' specifications. Implementation of the technology in a form of services agreement is proposed to shipyards, shipowners and operators. Moreover, they would like to further improve the system in a partnership with producers of fuel catalysts under a technical cooperation agreement.

TOPL20170301001

Dutch company that offers liquefaction machineries to re-liquefy boil-off gas from liquid natural gas installations on board of ships is offering commercial agency agreements or distribution services agreements.

Dutch company specialised in liquefaction technologies for boil-off gas from liquid natural gas tanks is looking for partners. The company is producing liquefiers designed for micro scale re-liquefaction of liquid natural gas. The company is seeking partners in the maritime market that want to integrate the methane re-liquefaction systems in their total system offer to the final user. Cooperation is offered in the framework of commercial agency agreements or distribution services agreements.

BONL20161115001

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Spanish yacht service and outfitting company offers its services.

A Spanish nautical company offers service agreements to suppliers, shipyards and shipowners in need of refit solutions, interior and exterior furnishings and additional services related to the nautical world.

BOES20161213001

Spanish company manufacturing customized engine control room automation systems and stability loading software for vessels, require distributors and commercial agents providing sales and technical support in the maritime market.

Spanish engineering / electronic design company established in 1987, specialized in high-tech automation solutions for shipyards and shipowners, designs and produces a competitive, fully customized, engine control room automation: integrated alarm monitoring and control system, (IAMCS) and loading stability software (Loading Computer). The company is looking for distributors and commercial agents able to promote sales in the maritime sector and also to carry out service and commissioning.

BOES20170405002

German university specialized in maritime engineering in the largest wave flume of the world is looking for cooperative research and development agreements.

A German institute with vast know-how in coastal and maritime engineering has one of the largest laboratory facilities worldwide, the large wave flume. The computer-controlled, hydraulically driven wave maker allows the accurate simulation of natural waves, storm surges, tsunamis and rogue waves under laboratory conditions. The institute is looking for partners from maritime industry interested in cooperative research and development agreements, in-house research and technical cooperation.

TODE20170412001

Inspection and certification services offered by a Greek company for all types of metal welding.

A Greek company experienced in all types of metal welding seeks long-term collaborators whose products/constructions lack the certification necessary to be introduced to international markets. The Greek company seeks to offer its certification through a services agreement.

BOGR20161130002

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A Lithuanian company specialized in manufacturing of ship accommodation furniture is looking for subcontracting, services or manufacturing agreements in foreign countries.

A Lithuanian company specialized in manufacturing of ship accommodation furniture and interior details is looking for services or manufacturing agreements and also can act as a subcontractor and produce required furniture and goods under the subcontracting agreement according the drawings and specification of the partner. Also, the company is interested in cooperation with reliable representative (trade intermediary).

BOLT20150730001

A Chinese company is looking for pneumatic rubber fender distributors in Europe market.

A Chinese company is specialized in manufacturing pneumatic rubber fender products since 2003. Fender can be used on terminal or ship edge to reduce the huge impact during the mooring process, it can effectively prevent the ship and terminal from damage. Normally it was been made by rubber products. Now, they are looking for rubber fender distributors on the European market via a distribution agreement.

BOCN20160509001

Sealing systems and components for repair and restoration of defective pipes and pipeline infrastructures for water, oil, petrol, gas transportation (accessible and inaccessible systems) with diameters from DN 80 to DN 6000.

German company has developed innovative sealing systems and components for repair and restoration of defective pipes and pipeline infrastructures (accessible and inaccessible systems) with diameters from DN 80 to DN 6000. The seals are suitable for all kinds of pipe materials and flow media, certified for drinking water systems, provide high pressure, temperature or chemical resistance. They are tested for a lifetime of more than 50 years. Seeking commercial agreement with technical assistance.

TODE20170303001

Polish company offering electric services for the maritime industry offers outsourcing and subcontracting agreements.

An experienced Polish company offering both cable supplies and electrical and locksmith works for the maritime industry is looking for cooperation possibilities with shipyards and maritime outfitters under outsourcing and subcontracting agreements.

BOPL20161021001

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Developer of customized recirculating aquaculture systems seeks commercial partners in China under commercial or joint venture agreement.

This international consulting and research company based in Malta undertakes aquaculture, fisheries and aquatic environmental projects. The company has developed highly efficient, customised and cost effective recirculation aquaculture systems (RAS) for research and development, hatchery, broodstock and on-growing operations. The company is looking for partners in China, who would like to engage in a commercial or joint venture agreement.

BOMT20170228001

Russian producer of dietary supplements made of sea raw materials is looking for suppliers of cucumaria under manufacturing agreement.

Russian manufacturer of biologically active supplements made of trepang, squid, sea hedgehog is looking for supplier of cucumaria for both beneficial cooperation under manufacturing agreement.

BRRU20170201001

Inland and port container terminals design: tools and methodologies for the decision-making process.

A Spanish SME, expert in developing innovative tools for designing the layout of terminals of containers based in multicriteria decision-making techniques, has recently created a series of tools based on the Analytical Hierarchy Process (AHP) that consider the most relevant points: safety and security, environmental care and cost efficiency. They seek partners for R&D agreements or commercial agreements with technical assistance to adapt the technologies to specific situations and requirements.

TOES20170217001

Web/mobile application for marina administrators, yachters & skippers supporting e-booking services, navigational & parking assistance features and mobile guidance to the nearby coastal areas.

A Greek SME has developed an innovative solution transforming a regular marina into a 'smart' one. The solution features e-booking, navigational and parking assistance and mobile guidance to the nearby coastal areas. Moreover, a Marina administrator can install the system with significant costs reduction. The SME is looking for marine authorities, which are interested in the installation of such system. The type of collaboration may vary, dependent on the extent and mix of components installed.

TOGR20170306001

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UK based multi-logistics provider offers subcontracting services worldwide.

This UK based company is one of the leading international logistics suppliers in the country, providing multi-modal freight solutions via rail, road, sea and air. The company has over thirty years' expertise in such sectors as fast moving consumer goods (FMCG), fashion, aviation, oil and gas and heavy engineering. Providing a range of tailor-made logistics solutions throughout the world, the company is looking to expand by providing subcontracting services worldwide.

BOUK20170314001

Independent freight forwarding company, based in the UK is offering service agreements for their specialist services to assist with transportation requirements to both smaller businesses and multinational companies.

Independent freight forwarding company based in England who are specialists in providing global transportation solutions including; sea freight, road freight, air freight and abnormal loads. The company offers a full transportation service to all sectors including; manufacturing, oil, gas and energy, engineering, rail and transport infrastructure, processing (chemical and materials), ship building and marine and construction. A services agreement is offered to new global partners.

BOUK20170214001

Container security and monitoring system - distributors sought.

This German company offers an innovative container security and monitoring system with real-time alerts in case of alarm. The csd (circuit switched data) system is manufactured in the UK. All work including consulting, distribution, servicing, maintenance and repair is offered from the head office in the North of Germany. The company is looking for further distribution partners in Europe.

BODE20170125001

German logistics-company is offering its services to new customers in need of transport capacity in Europe.

The German company realizes truck transport, refrigerated transport, rail transport and sea transport in Europe. The company has facilities in Russia, Poland, Belarus and Kazakhstan. The company owns a fleet of over 300. The company is able to provide transportation and logistics solutions tailored to customer requirements. The company is offering services agreements to new customers in need of transport in Europe.

BODE20161222002

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