

## Oportunidades de negocio SECTOR MARÍTIMO



### SHIPBUILDING

#### **Technology sought for recovering energy from exhaust gases.**

A multinational shipping enterprise with a registered base in Scotland (UK) is seeking novel, cost-effective approaches to recover energy from the exhaust gases of ship engines and to transform it into more useful energy such as electricity to supply hotel loads on board the ship. The Scottish company is looking for partnerships via a commercial agreement with technical assistance or a technical cooperation agreement. The company is especially interested in technologies that are near to market.

TRUK20170814001

#### **Maintaining the performance of high grade lubricant oils**

A shipping company with a registered base in Scotland is looking for new approaches to maintaining the performance of lubricant oils. Technology is sought that will improve the lifetime of the oil by monitoring and maintaining the characteristics of the oil. The Scottish company is looking for commercial agreements with technical assistance or a technical cooperations agreement. The company is especially interested in technologies that are near to market.

TRUK20170810001

#### **Patented new innovative torque coupling technology with applications in automotive, industrial and marine sectors**

UK SME has developed several innovative torque coupling technologies with applications in automotive, aerospace, industrial and marine sectors. The couplings combine the benefits of a gear coupling with the functionality of a universal joint, occupying a unique space in the market as a cross over technology. Evaluation/development and/or manufacturing partners with a route to global market are sought together with private investors. Cooperation on a licence and/or financial agreement basis.

TOUK20170911001

**Maritime fuel reduction technology - based on predictive modelling and big data - for owners of short sea / deep sea ships**

A Dutch tech-startup, combining maritime research and experience, has developed a fuel efficiency service for seagoing ships. The company uses big data based predictive models to provide insight on fuel saving opportunities. Savings up to 20% on fuel consumption have been proven. Recommendations vary from aspects of operation to the configuration of propulsion. The company is looking for owners, of short sea and deep sea ships for commercial agreements with technical assistance.

TONL20170711001

**Connected real time and big data analysis maritime fleet intelligence platform**

Spanish sensor network technologies specialised company is offering a maritime fleet intelligence platform that collects and analyses with big data technologies the sensor data generated by ships. The platform is customisable and can be easily integrated with sensor systems. The company is interested in commercial agreements, paired with technical assistance to adapt the technology to the client's needs.

TOES20170707001

**Finnish company is looking for subcontractors and suppliers for shipbuilding projects**

Finnish company active in shipbuilding industry is expanding its operations and is therefore looking for suppliers and subcontractors from various eastern European countries. Suppliers of fittings, marine furniture and sanitary units and subcontractors for tech. installations and for design & engineering are of particular interest. Company is looking for long term manufacturing, subcontracting and outsourcing partnerships.

BRFI20170817001

**German SME manufacturing high-end monitoring and alarm systems for sea vessels looks for sales agents worldwide to sign commercial agency agreements**

International sales agents with a good network to shipping companies are sought for distribution of a renowned German brand of integrated monitoring and alarm systems for vessel's engine and ship operation control. A Northern German SME has recently taken over this brand and now searches for reliable partners for long term cooperation in form of commercial agency agreements.

BODE20170927001

**A shipyard services Company from Martinique is looking for a commercial agent.**

A French company, specialised in shipyard services such as: dry-docking, afloat repairs, services on boilerworks, from mechanic to electric and hydraulic assistance. The company is active in all sea related industries and is looking for a commercial agent to represent it in different countries.

BOFR20161220001

**Subcontracting services offered in the industrial and maritime sector**

A Greek company specialized in machining for manufacture and repairs in industrial and maritime sector, is looking for partners to offer its subcontracting and services.

BOGR20160615001

**Turkish company working with repairing, maintenance, sales and purchase of jetski, boat and engines, seeks new suppliers.**

A Turkish marine company, based in Antalya, works with repairing, maintenance, sales and purchase of jetskis, boats, marine engines and selling various types of marine equipment like yacht buoys, hose, fender, life vest etc. They are looking for new suppliers in a range of marine products.

BRTR20170921002

**OFFSHORE INDUSTRIES****Hydrokinetic device for the marine renewable energy sector capable of converting tidal or wave energy into electricity.**

UK SME developing a hydrokinetic device (turbine) for the marine renewable energy sector capable of converting either wave, tidal or both wave and tidal energy into electricity, a world first. They seek partners to co-fund further development and delineation of their technology. Cooperation on a financial or joint venture agreement basis will be considered.

TOUK20170724002

**Co-development and testing of novel wave energy converter.**

A UK company has developed a novel wave energy converter that produces electricity from the churning of water at the bottom of the ocean via a turbine. The turbine uses an oscillating water column and would operate 24 hours a day, producing two megawatts of power per hour. They are seeking French universities in coastal regions to test and co-develop the device via technical cooperation agreement and French engineering companies to produce the device via manufacturing agreement.

TOUK20170801001

**FISH, FISHERIES & AQUACULTURE****Seeking researchers and companies to join aquaponic systems with vertical living wall systems to grow fish and vegetal products.**

A UK university research group is seeking commercial and academic partners with expertise and experience in aquaponics, urban agriculture or living walls to co-develop a new system. They are seeking partners with existing technology or research to co-develop the innovation, or to join funding bids within H2020, via technical cooperation or research cooperation agreements.

TRUK20170823001

**Proteomic fingerprinting as a rapid and cost-effective tool for the identification and traceability of fishery products**

A German SME, offers proteomic techniques as a service for the identification of commercial fish, seeks research and business cooperations with the industry to apply the method to a wider field of products and uses and optionally refine methodological procedures. Proteome fingerprinting benefits over classical methods (as DNA-based tools) in time, costs and quality analytical standards. Targeted types of cooperation are technical agreements and commercial agreements with tech. assistance.

TODE20170919001

**Solutions for the restoration and development of marine habitats and for the enhancement of marine biodiversity in degraded or artificialized marine environments.**

The French company provides services in design, construction and supply of solutions for the restoration and enhancement of marine biodiversity. Applications concern ecological integration of maritime infrastructures, support of fisheries and leisure activities, ecological restoration of damaged marine areas, coastal adaptation to climate change. The company is looking for technological partners to develop new products through research cooperation, services or technical cooperation agreement.

**Innovative process of integrated culture of marine species**

A Spanish university has developed a procedure for combining marine species culture in the same place (integrated multi-trophic aquaculture). The main culture may be any of the species used in aquaculture and the second one involves the culture of amphipods that feeds on waste generated by the main culture. The main advantage is the cost-effectiveness of this procedure: the same infrastructure is raising an additional specie. Companies for license or technical cooperation agreements are sought.

TOES20171006003

**Turkish marine vehicle company working with repairing, maintenance, sales and purchase of jetski, boat and engines, seeks new suppliers**

A Turkish marine company, based in Antalya, works with repairing, maintenance, sales and purchase of jetskis, boats, marine engines and selling various types of marine equipment like yacht buoys, hose, fender, life vest etc. They are looking for new suppliers in a range of marine products.

BRTR20170921002

**PORTS & LOGISTICS****Positioning technology for mobile robots and autonomous vehicles to navigate in dynamic indoor and outdoor environments without requiring infrastructure**

A Dutch SME is specialized in the development and production of positioning technology modules that enable manufacturers of robots and autonomous vehicles to create new logistic solutions. Most important advantage of the positioning technology is accurate indoor and outdoor positioning without requiring infrastructure. The SME is interested in commercial agreements with technical assistance to develop new navigation solutions for mobile robots and autonomous vehicles.

TONL20170828001

**German company offers services agreements on engineering consultancy for challenging constructions in maritime surroundings and for planning of industrial sites.**

A Northern German SME offers its cooperation for challenging engineering consultancy services for the development, management, design and implementation of projects related to constructions in maritime surroundings. Planning of ports and terminals, hydraulic and coastal engineering as well as industrial planning are the company's key expertise. Services agreements or subcontracting agreements with international partners are sought.

BODE20170607001

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