

enterprise europe network

Enterprise Europe Network: services for growth-oriented SMEs and how to write a cooperation profile

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Boosting growth and jobs

1

The Enterprise Europe Network is a key instrument in the EU's strategy to boost growth and jobs.

2

Launched in **February 2008** by the Commission's DG GROW (previously "Enterprise and Industry" ENTR)

3

Co-financed under the EU's **COSME** and **HORIZON 2020** funding programmes - encouraging competitiveness and innovation of European SMEs

4

Total funding of over **180 million EURO**

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3000

LOCAL
EXPERTS



600+

LOCATIONS



60+

COUNTRIES
WORLDWIDE

How do we help?



We combine **international business expertise** with **local knowledge** to take your innovation into new markets.

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A broad range of services for growth-oriented SMEs

INTERNATIONAL PARTNERSHIPS

Partnership database

Brokerage events

Company missions

ADVISORY SUPPORT

Advice on EU laws and
standards

Market intelligence

IPR expertise

INNOVATION SUPPORT

Access to finance and funding

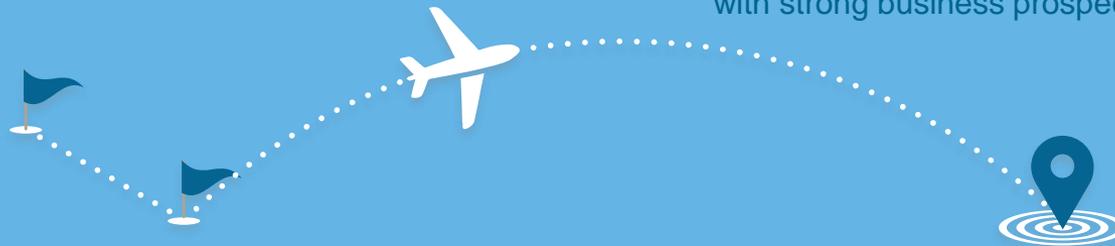
Innovation Management
Services

Technology transfer

The Network's business database contains thousands of company profiles to find the perfect match. In addition we organise:

Matchmaking events across Europe where SMEs can meet potential business partners in person.

Company missions where we set up and prepare you for targeted international meetings with strong business prospects



The Network's experts provide tailor-made advice

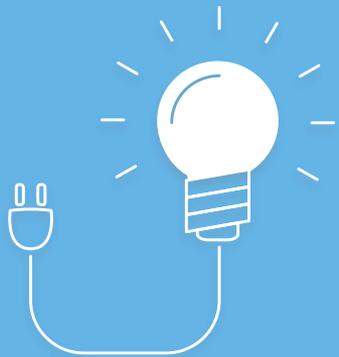


- Practical advice on doing business in another country
- Identifying the best market opportunities for your business
- Information on EU laws and standards
- Advice on intellectual property
- Facilitating SME feedback on EU rules

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How it works: innovation support

Tailored support packages to steer you onto the fast track to success.



- Advice and help for innovative SMEs to access R&I funding (Horizon Europe, EIC Accelerator ...)
- Help in finding the finance it needs to grow.
- Personalised support to help shape innovation potential into international commercial success
- Help in finding the right technology to improve your innovation

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17 key sectors



Aeronautics
and space



Agrofood



Automotive, Transport
and Logistics



BioChemTech



Creative
Industries



Environment



Healthcare



ICT Industry &
Services



Intelligent
Energy



Maritime Industry
and Services



Materials



Nano and micro
technologies



Services and
Retail



Sustainable
Construction



Textile & Fashion



Tourism and
Cultural Heritage



Women
Entrepreneurship

Network experts in 17 key sectors have teamed up to provide you with customised support.

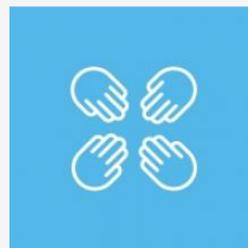
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Helping companies innovate and grow internationally



International partnerships

Expertise, contacts and events to connect you with the right international partners to grow your business.



Advice for international growth

Expert advice for growth and expansion into international markets.



Support for business innovation

Solution-driven services to help you turn your innovative ideas into international commercial successes.

Visit een.ec.europa.eu
to find the Network near you



Find a local Network contact point

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



Find an international partner

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

[Register to receive email alerts](#)


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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

Search by keyword, e.g. plastic, food

SHOW RESULTS

RESET

Filter

I'm looking for a partner ...

- With tech/expertise that I need (technology offer)
- That needs my tech/expertise (technology request)
- To collaborate with/co-develop with (research and development)
- To buy from (business offer) **4062**
- To sell to (business request) **397**

Country of origin

- EU **949**
- NON-EU **282**

- SPAIN **241**
- GERMANY **162**
- ITALY **153**
- UNITED KINGDOM **87**
- FRANCE **78**



Be informed about new events matching your search criteria: [register for personalised email alerts](#)

Sort by : **Deadline** ▾

1233 opportunities found

German partner sought for co-developing educational tablet app for children 6-10years

A French innovative company has specialised in developing mobile apps for digital learning. The SME is currently finalising the first digital handwrit... [See more](#)

FRANCE | 3 weeks ago | expires in 1 year

A German research institute is looking for commercial, licensing and research partners for their innovative technologies for inhaled aerosol therapies

A German institute for applied research, active in the field of translational biomedical engineering, has developed a novel inhalator platform with a ... [See more](#)

GERMANY | 4 days ago | expires in 1 year

A German university institute is looking for commercial partners for their novel device and method for the diagnosis and treatment of hearing disorders

A German university institute developed a novel device and method for the diagnosis and treatment of hearing disorders. The technology is a miniaturiz... [See more](#)

Country of origin:

 GERMANY

Opportunity:
TODE20210603001

Published	18/08/2021
Last update	19/11/2021
Expiration date	17/02/2023

Keywords

[Emergency medicine](#)
[Environmental Medicine, Social Medicine, Sports Medicine](#)
[Medical Research](#)
[Medical Technology / Biomedical Engineering](#)
[Pharmaceutical Products / Drugs](#)
[Drug delivery and other equipment](#)
[Pulmonary medicine](#)
[Pharmaceuticals/fine chemicals](#)
[Research and experimental development on biotechnology](#)
[Other human health activities](#)

[EXPRESS YOUR INTEREST](#)

Summary

A German institute for applied research, active in the field of translational biomedical engineering, has developed a novel inhalator platform with a breath triggered drug release system for (preterm) neonates, enabling highly efficient inhalative delivery of medication. The technology offer also includes a related test bench for characterising the new inhalator platform. The research institute is looking for partners under a research, licensing or commercial agreement with technical assistance.

Description

One of the main disadvantages of inhalation therapy of (preterm) neonates during respiratory support is the low delivery efficiency. Due to the high breathing frequency, short inspiration time and low tidal volume of (preterm) neonates, there is currently no highly efficient breath-triggered drug release directly inside the patient interface (nasal prong) available. Therefore, the research institute developed a breath-triggered drug release system using a nasal prong with an integrated valve to increase the efficiency of inhaled aerosol. The abdominal wall movement during breathing serves as trigger signal for the breath-triggered release of pharmaceutical aerosols.

This system enhances aerosol delivery by at least a factor of 4 compared to non-triggered systems. It also allows targeted delivery of aerosol boluses at different inspiration times targeting different lung areas.

Furthermore, there are no suitable test methods on the market for performance testing of inhalers for the use in ventilated (preterm) neonates. In this context, the research institute, together with a well-known medical device manufacturer, has developed an appropriate test bench for the evaluation and characterisation of the new inhalator platform.

The institute is now looking for industrial partners for collaborations under a commercial agreement with technical assistance. In this context, the research institute is keen to collaborate with suitable companies in order to prepare the market entry of the presented innovations. They are looking to get in contact with companies who are capable of turning medical innovations from R&D-projects into market-ready products.

Additionally, the institute is offering the innovative technologies for licensing. Suitable partners could be experienced manufacturers or other SMEs from the field of medical devices.

Furthermore, they are keen to collaborate in joint research projects with suitable SMEs and R&D institutions in order to further develop the presented innovations. The cooperation partner

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Template of your cooperation profile

Technology Offer - Profile Template

Field	To be completed
Title *	
Internal Reference	
Summary * (1-500 characters)	
Advantages and Innovations * (50-2000 characters)	
Stage of Development *	<input type="checkbox"/> Already on the market <input type="checkbox"/> Available for demonstration <input type="checkbox"/> Concept Stage <input type="checkbox"/> Field Tested / Evaluated <input type="checkbox"/> Project Already Started <input type="checkbox"/> Project in Negotiations - Urgent <input type="checkbox"/> Proposal under development <input type="checkbox"/> Prototype available for demonstration <input type="checkbox"/> Under development / lab tested
Comments regarding Stage of Development	
Description * (100-4000 characters)	

IPR Status * Note: Multiple fields can be selected.	<input type="checkbox"/> Copyright <input type="checkbox"/> Design Rights <input type="checkbox"/> Exclusive Rights <input type="checkbox"/> Other (registered design, plant variety, etc.) <input type="checkbox"/> Patent(s) applied for but not yet granted <input type="checkbox"/> Patents granted <input type="checkbox"/> Secret Know-how <input type="checkbox"/> Trade Marks
Comments Regarding IPR Status	
Technology Keywords *	
Market Keywords *	
Responsible *	In Merlin, select who from your organisation will be responsible for this profile
Restrict Dissemination to specific countries	
Type and Size of Client *	<input type="checkbox"/> Industry SME <= 10 <input type="checkbox"/> Industry SME 11-49 <input type="checkbox"/> Industry SME 50 – 249 <input type="checkbox"/> Industry 250-499 <input type="checkbox"/> Industry >500 <input type="checkbox"/> Industry MNE >500 <input type="checkbox"/> Inventor <input type="checkbox"/> Other <input type="checkbox"/> R&D institution <input type="checkbox"/> University
Year Established	
NACE keywords *	
Turnover (Euros – Millions)	<input type="checkbox"/> <1M <input type="checkbox"/> 1-10M <input type="checkbox"/> 10-20M <input type="checkbox"/> 20-50M <input type="checkbox"/> 50-100M

	<input type="checkbox"/> 100-250M <input type="checkbox"/> 250-500M <input type="checkbox"/> >500M
Already Engaged in Trans - national Cooperation?	<input type="checkbox"/> Yes (In Merlin tick the check box for yes) <input type="checkbox"/> No
Additional Comments	
Certification Standards	
Languages Spoken *	
Client Country	
Type and Role of Partner Sought *	
Profile is Opened for Expressions of Interest?	<input type="checkbox"/> Yes (In Merlin tick the check box for yes) <input type="checkbox"/> No
Type and Size of Partner Sought Note: Multiple fields can be selected.	<input type="checkbox"/> SME < 10 <input type="checkbox"/> SME 11-50 <input type="checkbox"/> SME 51 – 250 <input type="checkbox"/> 251-500 <input type="checkbox"/> >500 <input type="checkbox"/> MNE >500 <input type="checkbox"/> Inventor <input type="checkbox"/> R&D institution <input type="checkbox"/> University
Type of Partnership Considered * Note: Multiple fields can be selected.	<input type="checkbox"/> Commercial agreement with technical assistance <input type="checkbox"/> Financial agreement <input type="checkbox"/> Joint venture agreement <input type="checkbox"/> License agreement <input type="checkbox"/> Manufacturing agreement <input type="checkbox"/> Research cooperation agreement <input type="checkbox"/> Services agreement <input type="checkbox"/> Technical cooperation agreement
Attachments	To be added in Merlin

- The form has a uniform format in English
- Fill in the form according to the template provided and contact the nearest Enterprise Europe Network partner
- Once the text has been mutually agreed, it takes some time for the Enterprise Europe Network to approve it (unless it is returned for completion)
- Once published, the profile is visible online on the website, where you can also find examples for "inspiration" (by entering a suitable keywords) ...

- Use **everyday English** whenever possible: keep very technical terms to a minimum.
- Avoid jargon and explain acronyms
- The profile should stress **WHAT** the technology does rather than **HOW** it does it
- Identify wanted recipient clearly
- Mentioning trademarks and company names is **not allowed**
- Syntax: make sure your sentences have **ONLY ONE** meaning
- Ensure that “we” and “our” forms are never used in the profile (i.e. the profile should be written in the third person).

- The title should be clear and meaningful to non-experts in the technology or application field
- It should be clear, concise and attractive (avoid "marketing speak": remain as matter-of-fact as possible)

A writer has **500 characters** to explain:

- Where (geographically) the profile is from?
- What kind of organization is offering it?
- What is being offered? *Put the emphasis on the "what", not the "how"*
- What can it be used for?
- What are the main advantages for the user?
- Who are the targeted partners?
- What type of deal is sought?

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Description

- Describe the technology or product; try to indicate clearly the innovation you propose (provide quantitative data if possible and put the emphasis on explaining the “**what**” and not on the “**how**”)
- Provide information about the expertise or know-how
- Do not include a sales promotion of your technology or product.
- Provide a picture or drawing if available (it is possible to insert up to two images)
- Do not write your description with a specific market in mind: concentrate on the technological aspects of the technology/product you want to offer
- The profile must remain anonymous – do not refer to concrete website

- *Describe clearly the innovative aspects, economic advantages and benefits of the offer:*
 - Considering elements such as performance, ease of use, need of specific know-how, or expertise to adopt your technology
 - Avoid generalities such as “*best*” or “*unique*”, but try to specify innovation by comparison with prevailing technologies
 - Whenever possible, quantify the innovative aspects or advantages of your technology/product, putting the emphasis on explaining the “what” and not the “how”

- Already on the market
- Available for demonstration
- Concept Stage
- Field Tested / Evaluated
- Project Already Started
- Project in Negotiations - Urgent
- Proposal under development
- Prototype available for demonstration
- Under development / lab tested

- Copyright / Design Rights
- Exclusive Rights
- Other (registered design, plant variety, etc.)
- Patent(s) applied for but not yet granted / Patents granted
- Secret Know-how
- Trade Marks

Do not provide too detailed information on the patent, simply indicating the countries covered by the patent is sufficient.

EEN profile will be in the public domain and searchable on the Internet etc. Any publication may invalidate a claim to a future registered IP right.

- This field is extremely important! Include all information pertaining to the type of partner sought such as whether they are from industry, academic or research organisations etc.
- Partners contribution - Role and profile of the partners and tasks to be performed.

Indicate clearly:

- The type of partner sought (industry, academy, research organisation ...).
- The specific area of activity of the partner (example: manufacturer of plastic packages, distributor of plastic packages, recycler of plastic packages, etc.).
- The tasks to be performed by the partner sought.

Select the type(s) of collaboration(s) looked for. Do not choose too many types of collaboration simultaneously!

- **Joint Venture Agreement:** a strategic alliance whereby two companies decide to develop a new entity, usually for a well-defined period of time or for a specific project
- **License Agreement:** a transfer of rights involving the authorization (by the licensor) to use the licensed material (by the licensee)
- **Manufacturing Agreement:** an agreement between a company, which has developed a product, and a manufacturer with an eye on production of this product
- **Research Cooperation Agreement:** an agreement between two entities to work together on the exploratory research and development of a new solution or technology
- **Services agreement:** an agreement between two entities where one agrees to provide a specified service to the other on a long-term basis
- **Technical Cooperation Agreement:** an agreement between two entities whereby resources are pooled and skills are shared to further the development of the technical aspects of a product or technology
- **Financial agreement:** an investment agreement in a project

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Get in Touch

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