

Maritime Industries News #27

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.

Please check the event section for our new online event format “Virtual MariMatch 2020 - International Maritime Event”

SHIPBUILDING

[BODE20200526004](#)

Shaping the future of ship automation - German SME manufacturing advanced automation equipment combined with best service and support seeks commercial agency agreements

With a team of visionary and experienced engineers, the manufacturer of a renowned German brand of integrated monitoring and alarm systems for vessel's engine and ship operation control now introduced a completely revised ship automation system to market. It includes efficient IT structures, remote guidance via augmented reality and intuitive, on board operator-led visualization. Commercial agency agreements are offered to sales partners with good contacts to shipyards and shipping companies.

[BOPL20200428003](#)

Polish shipyard offers 28 foot powersailer under distribution services agreement

A Polish manufacturer of pleasure boats is looking for agents and distributors. The company offers a 28 foot powersailer with CE certificate class C (class B on request), which is ideal for water sports enthusiasts

who want to combine sailing and cruising with a motorboat. The transformation from a sailing yacht to a fast motor boat takes less than 5 minutes.

[BOFR20200421002](#)

French start-up providing UV Led technology device for instant water disinfection on boats is looking for distributors in the maritime sector

The French start-up is an expert in water treatment. It designs, develops and industrializes patented and certified innovative disinfection solutions based on LED-Ultra Violet C technology. The company proposes yachtsmen to install its innovative disinfection device on board and is looking for distribution service agreements in the maritime sector to expand in Europe, South East Asia and New Zealand.

[BOTR20200504001](#)

A Turkish maritime safety business company is looking for partners under the distribution agreement

A Turkish company that is specialized in maritime safety is manufacturing load test and safe test equipments (high-quality load testing water bags for lifting equipment, life



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 NETWORKS 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 19 active members originating from 13 European Countries.

To learn more about the sector group please visit:

<http://een.ec.europa.eu/about/sector-groups/maritime-industry-services>



-saving appliances, hydrostatic release units for life rafts and EPIRB, tank for liquid storage). The company is looking for partners to extend their sales network under distribution agreements.

[BOES20200331003](#)

Spanish superyacht repair, refit and maintenance company looking for subcontractors or joint venture agreements

The Spanish company based in Mallorca is active in the field of repair, refit and maintenance for superyachts on site and abroad, primarily mechanical, hydraulic, piping and engineering. The company is seeking for partners operating in the yacht industry, yacht projects and is offering their services through a subcontracting or joint venture agreement.

FISH, FISHERIES & AQUACULTURE

[BOIE20200305001](#)

Irish farmed oyster producer seeking partners for distribution or commercial agency agreements

Irish top quality oyster farm established in 2013 is seeking partners in China, Korea, Japan, Vietnam or Ukraine for distribution or commercial agency agreements. The company is focused on sustainability, traditional eco-friendly farming practices and local community. The company already works with Extra-EU partners and would like to expand its partners' network.

OFFSHORE INDUSTRIES

[TOPL20200424001](#)

Innovative technology for automatic bat and bird collision monitoring for wind power onshore and offshore

A Polish company specialized in the field of wildlife research & environmental consulting has developed and patented a system for wind power sector. This technology gives the industry simple, automatic onshore and offshore ready tool for bat & bird mortality monitoring. Additionally, by using 360° monitoring, this system is a multi-tool for detection and tracking of different phenomena. The company is offering this technology within license or or commercial agreement with technical assistance .

[TOBG20200611001](#)

Bulgarian company offers new technology for production of energy and extraction of mineral resources from seawater for co-development and market adaptation through Joint venture agreement

Bulgarian micro company offers patented innovation technology for the extraction of Brown's gas /oxyhydrogen/ and minerals rich in ferrous, non-ferrous and rare metals from sea/ waste water. The proposed method is displacing all deep-water technologies for extraction of minerals from sediments and nodules from the bottom of the world's oceans. It can also be used for water waste management. Joint venture agreement for the market adaptation of this innovation and co-development is sought.

[TOES20200610003](#)

Power over fiber technology for energy transmission in extreme environments for its application in wind farms or power plants

A Spanish University has developed a new smart energy technology: a power-over-fiber system based on optical fibers for data transmission and remote powering. Insensitive to high magnetic fields, it's ideal in extreme areas with high electromagnetic interferences or lightning protection. The University is seeking companies manufacturing wind turbines or monitoring power plants to develop a prototype adapted to their needs under financial or technical cooperation agreement.

[BORO20200430002](#)

Equipment for the offshore renewable energy, oceanographic research vessel is open to manufacturing or subcontracting agreements.

Romanian company operates in the following areas: automotive industry, power industry, petrochemical industry, marine industry, heavy steel constructions and bridge cranes. In order to consolidate its presence on international level, the company is looking for a partner interested in a subcontracting or manufacturing agreement.

NEWS

Boosting the EU's Green Recovery: EU invests over €2 billion in 140 key transport projects to jump-start the economy

The EU is supporting the economic recovery in all Member States by injecting almost €2.2 billion into 140 key transport projects. These projects will help build missing transport links across the continent, support sustainable transport and create jobs. The projects will receive funding through the Connecting Europe Facility (CEF), the EU's grant scheme supporting transport infrastructure.

With this budget, the EU will deliver on its climate objectives set out in the European Green Deal. A very strong emphasis is on projects reinforcing railways, including cross-border links and connections to ports and airports. Inland waterway transport is boosted through more capacity and better multimodal connections to the road and rail networks. In the maritime sector, priority is given to shortsea-shipping projects based on alternative fuels and the installation of on-shore power supply for ports to cut emissions from docked ships.

[Read more.](#)

Source: *European Commission Press Corner*

PUBLIC TENDER

2020/S 130-320265

Iceland-Reykjavik: Marine research services

Time limit for receipt of tenders or requests to participate: Date: 06/08/2020; Local time: 12:00

[Read more*](#)

2020/S 128-312205

Belgium-Brussels: Test Platform on Galileo HAS/CAS/OSNMA

Time limit for receipt of tenders or requests to participate: Date: 14/09/2020; Local time: 16:00

[Read more*](#)

2020/S 127-310832

Germany-Coblenz: Ground investigation services

Time limit for receipt of tenders or requests to participate: Date: 03/08/2020; Local time: 12:00

[Read more*](#)

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



PORTS & LOGISTICS

[TOCY20200710001](#)

Cloud software solution for maritime and inland waters industries

A Cypriot SME, active in the field of software solutions for ship management companies, offers its cloud software as a service solution for maritime and inland waters ship management companies. The software, already on the market, helps ship-owners, ship managers and crewing agents make crew and fleet management simple, efficient and cost predictable. The SME is seeking investors for project development, license and commercial agreements with technical assistance for commercialisation.

[BONL20200713002](#)

Dutch company in plug and play energy installations offers a solar boathouse to be sold in Belgium and Germany under a distribution services agreement

A Dutch engineering company with experience in generating and storage of renewable energy has developed a new product based on solar panels. The boathouse makes a combination of docking a boat and generating photovoltaic (PV) power with a short pay-back period. To expand the market the company is looking for partners in Belgium and Germany. The type of collaboration proposed is a joint venture or a distribution services agreement, but a license agreement is also possible.

Other

[TOGR20200702001](#)

End-to-end software management solution for the maritime industry

A Greek IT company has developed an end-to-end management software solution for maritime industry. It is exclusively designed to link and optimize all divisions in maritime organizations into a unified platform. Partners active within the maritime industry are sought in order to implement or promote the proposed solution. The collaboration will be based on commercial agreement with technical assistance.

[BOFR20200619001](#)

French company specialized in nautical eco-friendly recreational equipment is looking for distributors

A French company has developed an innovative electric stand up paddle. This recreational equipment easy to use is ideal to explore the coasts and does not require physical or technical skills. The company is looking for distributors able to work with the tourism sector (rental companies, seaside resorts, watersports centers) particularly in Italy, Greece, Spain, Turkey, but also in the United States and the Middle East. The company will sign distribution services agreements with the partners.

[BOUK20200616001](#)

Seeking distributors, commercial sales agents, and end users for novel droplet microfluidic sensors for water, wastewater and marine environments

A spin-out company from a UK university has developed compact and portable real-time sensors to measure and monitor water pollution. They are looking for distributors and commercial sales agents from the environmental industry specifically with contacts in monitoring and quality. They are also interested in working with environment regulatory bodies/research organizations/local authorities/relevant government departments but they will be considered as end-users and offered outsourcing agreement.

[BOUA20200423001](#)

Ukrainian manufacturer of biodegradable oil absorbing sorbent is looking for distributors

The Ukrainian manufacturer of biodegradable oil absorbing sorbent is aiming at expanding the distribution of its products abroad and looking for a partner under distribution services agreement. The products of this company may be of interest to enterprises of all forms of ownership, which carry out the production, processing, storage, transportation and use of petroleum products and lubricants.

NEWS

More protection for our seas and oceans is needed, report finds

The Commission adopted today a report on the Marine Strategy Framework Directive (MSFD) which reveals that, while the EU's framework for marine environmental protection is one of the most comprehensive and ambitious worldwide, persistent challenges remain, such as excess nutrients, underwater noise, plastic litter, and other types of pollution as well as unsustainable fishing. This message is further reinforced in the European Environment Agency's "Marine Messages II" also published today.

Virginijus Sinkevicius, Commissioner in charge of the Environment, Fisheries and Oceans, said "This report and the accompanying EEA Marine Messages confirm that we need to step up action to protect our seas and oceans. We have made progress, for example in the field of sustainable fisheries, but we need additional efforts and stop the irresponsible pollution of our seas. I note with regret that EU Member States will not achieve the Good Environmental Status they were legally required to achieve across all their marine waters by 2020 and that, for some marine regions, efforts required are substantial. The Commission will launch a review of the Marine Strategy Framework Directive, to see what has worked and what has not, and act upon the shortcomings identified. Protecting our seas and oceans is an integral part of the European Green Deal, and it is the precondition for our fishermen and fisherwomen to provide us with healthy and sustainable seafood also in the future and therefore deserves our continued attention across policy areas".

[Read more.](#)

Source: *European Commission Press Corner*

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EVENTS

B2Sea Alentejo Virtual Matchmaking, 29/07/2020

B2Sea Alentejo Virtual Matchmaking aims to engage international activity and innovation in key sectors of the blue economy, in order to make marine knowledge and sustainable innovation the main drivers of Blue Growth. Expand your professional network and meet potential business partners through 1:1 meetings. Please register and select meetings online in: <https://b2sea-matchmaking.b2match.io/> until the 28th of July.

Virtual MariMatch 2020 - International Maritime Event, 2- 4/09/2020

Virtual MariMatch 2020 combines pre-arranged 1-1 virtual meetings with interactive content sessions about hot topics of maritime innovation, open innovation panels and open networking opportunities. The event will take place over three days, between September 2nd - 4th 2020. The topics addressed are: sustainable waterborne transport; sustainable interaction with oceans and seas; ship automation and digital support of the crew; smart ports, terminals and logistics.

Virtual bilateral meeting sessions will be open throughout the event. Participation in Virtual MariMatch 2020 is free of charge.

Deadline for registration: August 31st 2020.

Link for the registration: <https://marimatch2020-virtual.b2match.io/signup>

Brokerage event Floating Offshore Wind Turbine 2020, 07. - 09/09/2020, Marseille/ France

The objective of FOWT is to enhance the advancement of floating wind and to speed up its implementation into the global renewable energy mix. This event promotes a market accelerating approach bringing constructive discussions between world-renowned speakers, experts, stakeholders and companies. It generates international business links within this emerging industry.

Further information and inscription: <http://www.fowt-conferences.com/en/2019/PRESENTATION/FOWT-2020>

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Icefish 2020 matchmaking event, 23-24/09/ 2020, Kópavogur/ Iceland

The Icelandic Fisheries Exhibition 2020 is a must for all commercial fisheries organisations and associated businesses, and covers every aspect of the commercial fishing industry from catching and locating to processing and packaging, right through to marketing and distribution of the end product. Enterprise Europe Network is organising a matchmaking event, taking place at the exhibition on the 23rd and 24th of September 2020. Register here: <https://icefish2020.b2match.io/signup>

MariMatch at Posidonia 2020, 27 - 29/10/2020 in Athens/ Greece

MariMatch brokerage event at Posidonia exhibition is a forum for all organisations from the maritime sector that are looking for partners. For the first time, the 2020 edition of Marimatch at Posidonia offers participants the opportunity to arrange meetings both face-to-face (27/10 & 28/10 morning session) and via video-calls (28/10 afternoon session & 29/10/2020). The participation is free of charge. A registration at the online platform before 22 October 2020 is necessary: <https://marimatch-posidonia2020.b2match.io/>

Oceanology International 2020 with B2B matchmaking, 1 - 3/12/2020, Excel London

[Oceanology International](https://www.oceanologyinternational.com/) is celebrating 50 years as the world's largest ocean technology exhibition and conference. Government, businesses and academic leaders can look forward to reconnecting and establishing business relationships. EEN will be organising a B2B matchmaking event: <https://oceanology2020.b2match.io/home>

Save the date!

13 – 15/04/2021 Ocean Business with B2B matchmaking, Southampton

<https://www.oceanbusiness.com/>

If you are looking for international partners products or services or a specific project, we will be happy to assist by developing your own profile. The usage of the Enterprise Europe Network database is free of cost.

GET IN TOUCH!

Your regional Enterprise Europe Network contact is:

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To receive further information on a profile or an event, please give us a call or send us a message!

All profiles within Enterprise Europe Network database **do not include company or product names**. To get in contact with a potential partner we will transfer your contact details to the owner of the profile. You can decide for each request whether you would like to provide your data or not. This is to avoid spamming of not requested partner types!

