

Maritime Industries News #35

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.

***** European robotics and cobotics solutions, has specialised in welding automation. The

SHIPBUILDING / SHIPPING OPERATION

TODE20220628003

Internal long-term repair and corrosion prevention of pipe systems on board of vessels and yachts

A German SME transferred technologies proven on-shore for internal long-term repair and corrosion prevention of pipe systems to the maritime sector. The cost effective alternative to replacement of pipes already received type-approval for maritime applications. Commercial agreements with technical assistance are offered.

TODE20220524013

Predictive maintenance for maritime industry - shipping companies as pilot clients

A German startup develops a unique predictive maintenance solution. To test application in maritime sector, the company is looking for contacts to shipping companies. Within a technical cooperation agreement, the partner should test the pilot system under real conditions onboard vessels and contribute with his feedback to further development in partnership.

TOFR20220613014

Autonomous mobile intelligent robots for industry 5.0 heavy duty metal welding

A French official distributor of advanced

SME offers fully new autonomous mobile robotic welding featuring adaptive intelligence. Large industries such as shipbuilding, offshore, wind & hydro and heavy industry in general, are sought for a commercial agreement with technical assistance.

TOFR20220428027

New generation customised development / repair of radiofrequency (RF) or microwave passive electronic components/modules (300MHz to 40GHz) for aerospace and defence applications

A French SME is specialised in designing and manufacturing of very high power and wide band passive components/modules dedicated to radio/satellites communications, radar, electronic warfare or counter measure solutions, as well as specific obsolescence treatment of aeronautic and naval systems. The SME offers commercial agreement with tech. assistance.

TODE20220504027

Startup developing predictive maintenance industry solutions seeks cooperation with machine manufacturers

A German startup developed a unique predictive maintenance solution that can prevent industry from significant damages caused by machine failure. Pilot projects with several prominent industry partners



Business Support on Your Doorstep



Driving the maritime transition – let's celebrate the 30th edition of SMM Hamburg at [MariMatch at SMM](#)

After two years being limited to virtual networking, SMM Hamburg is proud to open its doors again September 6th-9th 2022 for the movers and shakers of the maritime transition to join forces in tackling the industry's big challenges. More than 2000 exhibitors and 40.000 visitors are expected at the 30th edition of SMM. With green and digital transition stages, speaker's corners, an extensive conference programme as well as startup-areas, SMM sets a clear focus on innovation topics while celebrating six decades of the leading international maritime trade fair. The Enterprise Europe Network supports targeted networking of visitors and exhibitors of SMM with the international brokerage event [MariMatch at SMM](#) on September 8th and 9th providing

- Pre-arranged 20-minutes B2B-meetings
- Consultancy on EU-Funding for maritime research and innovation
- Advisory on sustainable innovation
- Guided Tours "Innovation from Northern Germany" in cooperation with Maritime Cluster Northern Germany

[Register](#) now free of charge to book your meetings in advance!

have been realized with excellent results. To advance digital innovation of EU industries on a broader scale the startup would like to team up with machinery manufacturers to implement predictive maintenance features within their products.

TOGR20220705001

Greek start-up SME offers advanced marine weather predictions and is looking for technological collaboration

A Greek SME offers advanced marine weather predictions. The company is using innovative AI modeling. The company is looking for maritime technological companies, providing solutions on vessel performance optimization and routing, for technological collaboration.

BRNL20220624005

Dutch company in the marine industry is looking for manufacturing partners for wooden furniture and accessories

For a majority of their existing product range - wooden accessories and furniture - they are looking for a manufacturer who can produce in series, with an emphasis on quality and finish. Their products are mainly used outdoors and are weather-resistant. Preferred wood species ideally include teak, accoya, iroko and so on.

Maritime Automation system for underwater vehicles

German Start-Up providing project service in for the interaction between (existing) vehicles/systems and the sensor technologies. Services range from systems engineering, project management and software development including AI assisted image processing to classify images using deep learning tools. Development of the application, inkl. IP und Know-How based exclusively and based on the customer's need. Individual services and R&D performance for integration into client's system or usage of specific service application are provided. Contact: julia.feddersen@wah.bremen.de

BOHR20220510006

Croatian marine agency offers to act as a distributor or agent in Croatia

A Croatian company, highly experienced in boat, shipbuilding and marine industries

offers their distribution and agency services to international companies that wish to sell their products and services on the Croatian market. The company already successfully sells marine equipment from a number of renowned companies.

BOPL20220513008

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

A Polish company, offering both cable supplies and electrical services, installation design, and prefabrication of switchboards, is looking for cooperation possibilities with shipyards and maritime outfitters under outsourcing / subcontracting agreements.

BOFR20220617008

French SME specialized in water treatment and surface disinfection is looking for distributors and European shipyards to supply ballast water treatment equipment

A French SME is specialized in water and surface treatment by ultraviolet, ozone, salt electrolysis and advanced oxidation process (AOP). It designs, manufactures and markets its disinfection equipment with a specific know-how in the marine sector.

BOGR20220330023

A Greek high-tech boat manufacturer offers two particularly fuel efficient boats to new markets abroad for either commercial or supply agreements

A Greek SME has experience in boats manufacturing and in general composites production. The company has designed and produce two particularly fuel efficient boats with length of 6 and 5 meters and increased performance characteristics. The company is looking for partners abroad to either act as distribution partners, or under specific demand to supply the boats.

PORTS & LOGISTICS

RDRFR20220629006

Augmented Digital Freight Forwarder Platform under HORIZON-CL5-2022-D6-02-07: New concepts and approaches for resilient freight transport and logistics networks against disruptive events

A consortium of 8 non-academic organiza-

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 17 active members originating from 10 European Countries.

To learn more about Enterprise Europe Network please visit <http://een.ec.europa.eu/>



tions (UK, AT, IT, FR, GER, PT, NL) aims to develop an Augmented Digital Freight Forwarder Platform for supporting the decision-making of the international transportation and logistics companies with a multi-modal network.

TONL20220421030

Carbon neutral, autonomous, marine drone to protect, clean and monitor waters offered for distribution

A Dutch SME, active in cleantech autonomous solutions, has developed an innovative technology to protect, clean and monitor waters with a data-driven autonomous surface vessel. The carbon neutral aqua-drone can be used in urban, rural, industrial and leisure environments. The company offers a commercial agreement with tech assistance to potential distributors active within marine-, and water environments.

TODE20220630006

A tech start-up located in Germany offers supply chain traceability, digitisation of business-critical certificates and proof of certificate authenticity using non-fungible token (NFT) and blockchain technology

The start-up offers traceability and digitisation to supply chains by building automated supply chain management systems. Communication among supply chain actors is facilitated, efficiency increased and reliability and trust ensured. Using blockchain technology, internet of things and data analytics, the technology takes its full effect in complex and long supply chains with a high demand for control and communication, as well as in food and hygiene sector where certificates are very important.

TODE20220628006

Solution for disinfection and degermination of indoor surroundings

A German SME launched to market a mobile aerosol degermination solution to efficiently disinfect interiors in order to protect people in indoor surroundings from risk of virus and bacterial infections. Contacts are sought to application partners e.g. from hotels/tourism industry, fitness/health, conference/fairs or public transport/

mobility sector. Commercial agreements with technical assistance are offered.

BOSE20220427023

Swedish SME offering a system for pre-ventilation of shipping containers

Swedish SME has developed a methodology and equipment for pre-ventilation of freight containers. The founders of the company have their background in toxicology and chemistry and have made several research reports on the hazardous airborne chemicals affecting persons working inside containers. This have led them to develop an equipment for pre-ventilation of freight containers. The SME is looking for contacts with border controls and fumigators.

OFFSHORE INDUSTRIES

BONL20220630010

Active motion compensated system for safely and (cost) efficiently transferring people and hoisting cargo from moving vessels to offshore structures

A Dutch company offers specialized design, manufacturing, rental and sales of motion compensated offshore access systems ensuring safe and (cost) efficient transfers of both personnel and hoisting cargo between vessels and offshore structures. They supply the lightest system on the market, providing direct access to height, without major vessel modifications. Its dimensions and low weight allow for simple mobilization and deployment on smaller vessels: Rightsizing your operation.

FISH, FISHERIES & AQUACULTURE

BOFR20220602010

French start-up looking for distributors for its water monitoring and predictive system based on AI in the aquaculture sector

The French startup has developed the first underwater weather station for real-time and predictive monitoring of water quality, using connected devices (IoT) and machine learning. The solution is designed for all kinds of water environment and have multiple application: Aquaculture and Environ-

Funding programmes and Partner Searches HORIZON-MISS-2022-OCEAN-01-05: Marine litter and pollution – Smart and low environmental impact fishing gears

A leading manufacturer and innovator of marine fishing gear has recently increased its collection of used ghost fishing gears with the ambition to recycle as much as possible. The company aims to establish a new approach providing a circular production and business model addressing the challenge of marine litter and pollution from used trawls. Main actions: The project aims to engage with partners, who can provide/collaborate to build new knowledge, based on research or best practice, on the following key points; Design fishing trawl made from materials, which has been re-circled or reused from used fishing gears; Fabricate rope and netting from reused materials; Implementation of the new EU directive for "extended producer responsibility for fishing gear"; Create awareness of the important issue of delivering used trawls to be re-circled. Deadline 27th September 2022.

Contact: info@ndeuk.dk

Funding dedicated to the security of infrastructures and maritime transport

The call for projects "Border Management 2022 (HORIZON-CL3-2022-BM-01)" supports research and innovation actions for solutions that allow the detection of anomalies or threats under the water surface when the ship enters the port or is at the quay. The proposed solutions should contribute to improving: -the security of seaports and their access routes; -the detection of illegal and dangerous goods; -the detection of anomalies hidden under the water surface, whether they threaten infrastructure or ships, or whether they are moving alone or linked to ships.

The project requires the participation as beneficiaries of at least 3 border guards or coast guards from at least 3 EU Member States or associated countries. More information on this call: <https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/opportunities/topic-details/horizon-cl3-2022-bm-01-02>

*Maritime Industries News is published by NBank, Enterprise Europe Network partner. The Enterprise Europe Network is funded by the European Commission. Neither the European Commission nor the EASME nor any person acting on their behalf may be held responsible for the use to which information in this newsletter may be put, or for any errors which, despite careful preparation and checking, may appear.



mental Monitoring. The start-up is already engaged in transnational cooperation and is looking to expand its distributor network.

Other

TRNL20220421037

Water authorities looking for bio-based and circular alternative technologies for protecting banks of canals and ditches

Dutch authorities are looking for bio-based and circular alternative technologies for protecting banks of canals and ditches. The material must compete with the longevity of hard wood (currently used). With the input, a precommercial procurement will be written and published.

TOIT20220503028

Innovative systems to prevent oil and plastic waste in rivers from entering the sea

New innovative systems that prevent plastic waste and oil in rivers from entering the sea, whilst also allowing navigability and having no detrimental effect on river flora and fauna. The company is now looking for industries working in the environmental sector and services interested in licensing agreements or investing in the industrialization and commercialization phases.

BOES20220712005

AN Italian company, driven by solving plastic pollution in seas and oceans, is looking for distributors and partners

A social and circular economy company, driven to solve the plastic pollution in our seas and oceans. It cleans plastic from the Mediterranean Sea and the coasts through a network of traditional fishermen with the collaboration of committed companies that decide to partner with it to finance the ocean cleanup.

BOAT20220708002

Austrian manufacturer of modular floating elements (pontoons) seeks local partners, distributors within the European Union

As world leading manufacturer of modular floating elements for application areas in tourism, leisure, industrial and military sectors, the company seeks local partner in Italy, Spain, Estonia, Latvia, Lithuania, Finland, Belgium and the Netherlands.

EVENTS

fish international - The Fair with Seafood Business Meeting (B2B EEN Matchmaking)

4-6 Sep, Bremen, Germany

fish international - gives traders a platform where they can gain information on what's new in the German market and get a good overview of the fish industry; - offers a varied and individual assortment of fish to give traders ideas for achieving better market positioning; - presents a concentrated display of machines and technical aids and appliances for SMEs; - shows a broad spectrum of counter concepts for fishmongers and mobile fishmongers that is only to be found in Bremen; - gives you time to talk to other fish industry members so you can discuss ways to perfect your everyday work.

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/>.

B2Blue matchmaking event at SEALOGY fair, 16-18 November 2022

This EEN b2b event dedicated to the Blue Economy will take place both on-site at SEALOGY Fair in Ferrara, Italy (16-17 November) and online (18 November 2022). Participation is free of charge. Main Topics: Fishery and Aquaculture; Marine biotechnology; Coastal and maritime tourism; Marine and Offshore renewable energy; Maritime transport; Shipbuilding and boating. Contact for info and expression of interest: Paola Saiani, paola.saiani@promositalia.camcom.it, +39 0544 481464

GET IN TOUCH!

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

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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.

