

enterprise europe



# e-newsletter of the ICT Sector Group

November 2009



ICT Sector Group

*The Enterprise Europe Network and its Information and Communication Technologies Sector Group (ICT SG) supports Business Agreements, Innovation Technology Transfer in various fields:*

- *Electronics or Microelectronics*
- *Information Processing, Information System*
- *IT and Telematics Application*
- *Multimedia*
- *Telecommunications*
- *Automation*

*bringing together innovators and users in the sense of a European and global market.*



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Business Support on Your Doorstep



European Commission



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The Enterprise Europe Network's ICT Sector Group provides companies and research bodies, in all fields of Information and Communication Technologies, with new and practical ways of doing business in Europe:

- Establishing technical and research collaboration and business partnerships across Europe
- Supporting participation in targeted Partner Brokerage events and focused company missions
- Providing EU information about legislation, R&D calls and market opportunities

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## EVENTS

### 1. “*Mobile World Congress Brokerage Event*”, 15-18 February 2010, **Barcelona (Spain)**.

The [Mobile World Congress](#) is being held in Barcelona (15th-18th Feb 2010). This well-known international fair is the world's premier mobile event attracting more than 55,000 attendees, with representatives from 183 countries and more than 2,000 press and media representatives covering the event. Like in previous occasions, this year's brokerage event will be free of charge and will be held from Monday 15th to Thursday 18th Feb 2010 alongside the main fair, with the aim to help European companies finding technological partners. This high profile encounter is organized by EEN Catalonia –ACC10.

[www.een.cat/mobile-brokerage](http://www.een.cat/mobile-brokerage)

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### 2. “*ICT partnering event at CeBIT 2010*”, 2-6 March 2010, **Hannover (Germany)**.

From 2nd to 6th March 2010, Future Match is being organised by the Enterprise Europe Network Niedersachsen and the Enterprise Europe Network Hamburg-Schleswig-Holstein at the CeBIT in Hannover. The event is organised in cooperation with the ICT sector group of the Enterprise Europe Network. Future Match offers a platform for companies, academic organisations and research institutions from numerous countries to discuss possibilities for technical cooperation, license agreements and joint research projects in face-to-face meetings. The event will take place parallel to the CeBIT fair.

For the third time in a row, exhibition spaces will be offered to companies, research institutions and EU projects from the ICT sector at the Future Match stand in hall 9.

For more information on the event and the exhibition spaces please visit:

[www.futurematch.cebit.de](http://www.futurematch.cebit.de) (available from 1st December 2009)

or contact Ms. Cora Ziegenbalg (Leibniz Universitaet Hannover, 0049 511 762 5406, [cz@tt.uni-hannover.de](mailto:cz@tt.uni-hannover.de))

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**1. Forensic Video Identification Service for Police (Iceland)**

(Ref: 09 IS 81ET 3DSQ )

An Icelandic high-tech company has developed a service that assists police detectives in identifying illegal video material on seized computers. The service is fully automatic, highly reliable, and can save significant cost. It supports investigators by identifying videos automatically. The company is looking for partners for commercial agreement with technical assistance.

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**2. Open source platform for companies seeking fast introduction and deployment of GPS based location applications (Spain)**

(Ref: 09 ES 25E2 3EFI )

A Catalan SME (Spain) has developed programming tools that help their customers to rapidly develop small to medium fleet management systems, combined with products for GSM-GPRS-GPS localisation and AVL(automatic vehicle location) market. The company provides free open solution as well as hardware products for it, modifications or related products. They are also looking for both software and hardware partners for technical collaboration and development of new products.

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**3. 3D audio rendering (Spain)**

(Ref: 08 ES 25E2 27M1 )

A Catalan technological research centre has developed a new 3D Audio Rendering that allows for the reproduction of realistic 3D acoustic fields, ensuring that the sound from the acoustic sources (loudspeakers) is immersively and realistically sensed from any desired location. It allows the treatment of audio, at all steps of a media production (from scene to screen) and makes it independent of the final exhibition system. The centre is seeking a technology collaboration or a license agreement..

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**4. End-to-end platform for all travel operations management (Portugal)**

(Ref: 09 PT 65BN 3D67)

A Portuguese SME has developed an integrated platform for managing all operations connected with travels. The technology has different tools for booking, promoting, operational management and audit/control making it a complete solution for companies working in the tourism sector. The company is looking for travel operators and travel agencies for commercial agreements with technical cooperation..

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**5. Portable Vital Signals Monitoring Platform for usage in real time applications (Portugal)**

(Ref: 08 PT 65BN 0IU2)

A Portuguese SME has developed a platform that allows the monitoring of human vital signs using a reduced scale platform. This innovative platform is composed of different very small scale wireless sensors and a concentrator unit that gathers the data and sends it in real time to the healthcare centre, where it is received using fixed (PC) or mobile units (PDA, mobile phone..). The company is looking for commercial agreements with technical cooperation.

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**6. Digital Signage System for Multiple Platforms (Portugal)**

(Ref: 09 PT 65BN 3DCT )

A Portuguese SME has developed an innovative digital signage platform that manages corporate tv broadcasting through the internet or using conventional screens. This innovative system allows the creation of playlists according with the users profile or use RSS feeds to update on screen information. The company is looking for partners for commercial agreements with technical cooperation.

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**7. New generation of embedded gateway for LonWorks technology (Belgium) (Ref: 09 BE 0315 3EUF)**

A Belgian SME has developed a new generation of embedded gateway for LonWorks technology. This innovation opens new opportunities for companies offering turn-key solutions in many fields like home automation, smart metering, residential gateway, HVAC, domestic and street lighting, energy saving, etc. This new device enables to develop customized applications faster and easier. A license agreement, technical co-operation or a commercial agreement with technical assistance are sought.

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**8. Tailored IT solutions for real-time data analysis (Germany) (Ref: 09 DE 1271 3DNR)**

A spin-off company from the University Marburg is the first German provider of tailored complex event processing solutions. Their software solutions are designed to process and analyse time-critical data in real-time. Due to the modular design approach of this software, the company can provide lean, highly efficient solutions tailored to the specific application requirements of customers. The company is looking for strategic partnerships with partners having a complementary product portfolio.

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**9. Software for compliance check and sanction monitoring in custom clearance and foreign trade (Germany) (Ref: 09 DE 1271 3EO1)**

A small German IT-company has developed software for compliance check in foreign trade. This solution helps to check clients' and business partner addresses with the EU sanction lists automatically and to file the results. The company is looking for partners for technical co-operations and for adaptation to specific needs.

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**10. DVB-H Interactive Services Platform (Spain) (Ref: 09 ES 27F4 3F24)**

A Spanish SME has developed a DVB-H Interactive Services Platform that allows the association of interactive services and audiovisual contents to be transmitted over DVB-H (Digital Video Broadcasting Handheld). The technology developed aims to provide integral solutions to radio-television and telecommunications companies. They are interested in technical cooperation or commercial agreement with technical assistance to improve, exploit and disseminate the technology.

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**11. A software suite for the media publishing world (Greece) (Ref: 09 GR 49Q1 3E2R )**

A medium sized Greek IT company presents a software suite for the publishing world. The suite is a robust newsroom and automation system for the production, management and distribution of news media assets. The suite is an ideal tool for supporting almost any operation at all stages of a Media Organization's business procedures. The Greek company seeks either end-users for direct installation or IT companies willing to become regional partners through a commercial agreement with technical support collaboration.

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**12. Advanced data logging system (Greece) (06 GR IHND 0GLX)**

A Greek SME has developed an advanced data logging system for analog units such as temperature, humidity, pressure etc. It features an LCD display and can operate as a stand-alone system or be connected to a PC. The main advantages are the built-in remote notification by telephone or GSM using synthesized human voice and its ease of use. The company is looking for a commercial agreement with technical assistance as well as technical cooperation for further development.

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**1. Speech signal processing libraries (Spain)**

(Ref: 08 ES 25E2 0J4F )

A small recently founded company in Catalonia related with natural language processing technology is looking for speech signal processing libraries in order to experiment new algorithms for continuous speech recognition not using HMM 's (hidden Markov model). They are interested in joint ventures or technical cooperation in case new resources should be developed or in licensing in case the technology already exists.

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**2. GSM desktop phone with dual technology (Spain)**

(Ref: 09 ES 27F4 3DSY)

A very active Spanish company, working in the field of telecommunications as local network cable provider and integrator, is looking for a technology capable of connecting simultaneously to the GSM phone network and analog network. They are looking for partners in the ICT sector (Information & Communications Technology) to reach a technical cooperation or commercial agreement with technical assistance.

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**3. Internet Security Appliances, QoS (Quality of Service) - Traffic Shaping Appliances for network security (Austria)**

(Ref: 06 AT ATCA 0FVP )

An Austrian high-tech company delivers Network Security solutions that help managing and protecting IT infrastructure. It is looking for innovative Internet security products, software and hardware based, to utilise for its clients. The company is open for any kind of development partnership, licensing model and more to enhance its current products. It is also looking for motherboard designers, chip manufacturers and designers.

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**4. System integrator partner with expertise in security and PKI (Public Key Infrastructure) (Spain)**

(Ref: 08 ES 25E2 27LY )

A Catalan SME is looking for an ICT system integrator partner with expertise in Public Key Infrastructure (PKI) and electronic identity (eID), digital signature, data encryption and secure authentication. The requested partner, after training at the company's premises, must have the capacity of deploying the solutions, integrating them with other applications of the customer.

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**5. Italian company specialised in the development of ICT solutions for civilian and military applications is looking for agents and distributors; the company is also offering itself as agent for foreign partners.(Italy) (Ref. :20090521004 )**

Italian company specialised in the development of ICT solutions for civilian and military applications (hotel booking solutions, food and beverage management systems for restaurants, access and attendance control for tourism, construction and other applications, video surveillance systems, plate control systems, etc.) is looking for agents and distributors; the company is also offering itself as agent for foreign partners.

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[http://cordis.europa.eu/home\\_en.html](http://cordis.europa.eu/home_en.html)

#### Ideal-ist

The Enterprise Europe Network and its Sector Group ICT industries and services actively promote and support SMEs' participation in the FP7 projects. So far, the Network co-operates with the ICT National Contact Points and is starting to work together with Ideal-ist – a worldwide ICT support network.

Ideal-ist addresses ICT companies and research organisations worldwide wishing to find project partners for a participation in the Seventh Framework Programme (FP7) of the European Commission (2007-2013). Ideal-ist offers a unique and quality-labelled Partner Search and other services helping to ease participation in FP7. The project provides an entirely web-based platform and thus making it ideal tool for:

- joining ICT projects
- finding partners for your project ideas
- finding services to support you in your ICT project.

More information can be found online: <http://www.ideal-ist.net/partner-search>

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#### EU Info

**Main source: Europe's Information Society Thematic Portal :**

[http://ec.europa.eu/information\\_society/newsroom/cf/menu.cfm](http://ec.europa.eu/information_society/newsroom/cf/menu.cfm)

#### *1. Future internet to make Europe's systems smart and efficient: fewer traffic jams, lower emissions, better healthcare.*

Less congested roads, better and more efficient energy delivery or state of the art medical treatment managed at home are typical examples made possible by the Internet of the Future. It will connect physical objects such as cars or mobile devices with infrastructures (for example traffic management systems), so that massive amounts of data can be used in real-time to improve their business process and efficiency. The European Commission today unveiled a strategy to put Europe at the forefront when it comes to the development of smart internet-powered infrastructures. It calls on Europe's governments and its ICT (Information and Communication Technologies) sector to take advantage of the increasing demand for innovative applications of the internet to make existing infrastructures like healthcare systems, energy grids or traffic management 'smart'. To do this it will launch a partnership between public authorities and major ICT players with a budget for 2011-2013 of EUR 300 million available for projects to be selected in the near future, to complement the EUR 200 million yearly ICT support to ongoing research for underlying internet technology.

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#### *2. Europe's growing army of bloggers and social networkers can generate new services and growth, says study*

A study published today says that European interactive websites like video sharing sites and blogs are growing, generating revenue for both owners and contributors. Compared with the US, which hosts the most commonly used websites for content created by users (blogs, texts, videos, music, games and virtual objects), Europe has more contributors. For example, almost 4 in 5 Italian internet users read blogs compared to 60% in the US, 41% of Spanish users write blogs but only 26% in the US, almost 60% of Czech internet users upload photos and 48% of Polish internet users subscribe to RSS feeds, all ahead of the US (see annex). To help the emergence of European Flickr's and YouTube's that turn this large European creativity into growth and jobs, the Commission's report highlights the need for new and updated EU rules building a Single Market for content that can be made and shared online by anyone.

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### [3. eBusiness Guide for SMEs: eBusiness software and services in the European Market](#)

eBSN e Business Solutions Guide is created by the European Commission as part of the European eBusiness Support Network. It provides a review of the eBusiness and IT solutions market and supports companies and consultants to find and select appropriate software products, solutions, and service providers. Suppliers may use the free platform for detailed presentations of their product and service offerings and will be able to address specific customer groups. Additionally, it is an intelligent online tool that helps enterprises to self-diagnose their eBusiness competences and related ICT needs.

So far, over 1000 eBusiness solution providers and 1.500 products, including open source solutions, are entered. Every small and medium ICT company can register in their national language and profit from the international platform.

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### [4. European Seal of e-Excellence 2010](#)

The European Seal of Excellence 2010 aims at rewarding ICT and Digital Media companies with an excellent track record in innovation marketing. Awarded annually since 2003 by the European Multimedia Forum (EMF) and its Partner Associations, the Seal is widely known for distinguishing companies with innovative products and services and a track record of excellence in the marketing thereof.

The registration platform opened 1 September and closes 31 December 2009. The Seal Award Ceremony which will take place at CeBIT on 2 March 2010 will reveal the winners. European entrepreneurs are invited to participate in this initiative.

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### [5. EURO PRACTICE leads the way in microchip design](#)

Helped by more than EUR 7 million of Sixth Framework Programme (FP6) and Seventh Framework Programme (FP7) funding, the EURO PRACTICE IC3 and EURO PRACTICE IC4 projects have produced state-of-the-art micromechanical and microelectronic technologies that are being used in universities and industry worldwide to create microchip applications for uses ranging from space technology to medical diagnostics.

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### [6. Funding for television broadcasting of European audiovisual works](#)

This funding seeks to encourage independent European audiovisual production companies to produce work (fiction, documentaries or animated films) that involves the participation or cooperation of least three broadcasters -and preferably more- from several member states.

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**The main aim of the Enterprise Europe Network is the transnational collaboration. An example is the following:**

**Domestic telemedical service**

In Cambridge, UK, French entrepreneur Pascal Cintract had developed a handheld digital terminal and was looking for partners to develop applications for specific markets.

Hendrik Pavel of his local Enterprise Europe Network branch, in Business Link East, helped him to link up with Spanish medical software firm Hand Help Health. "The Network organised for me to attend a brokerage event at the GSM 3G conference in Barcelona and even paid for me to attend," explains Cintract.



In Barcelona, the brokerage event was organised by Marc Gracia, who also works for the Enterprise Europe Network. He helped Cintract to connect with local entrepreneur, Hand Help Health's Frederico de Gispert. Cintract wanted to distribute his mobile terminals in Spain and de Gispert wanted to sell his medical software. Now, they are bringing a new domestic medical terminal to market together.

The end product is a domestic telemedical service which gives the elderly or chronically ill access to information while at the same time being able to communicate with a doctor.

De Gispert says: "For us, Marc Gracia is a true partner. When we hear about an event, a commercial mission, he makes it possible for small companies like ours to attend."

(Video available here: <http://www.enterprise-europe-network.ec.europa.eu/info/annualconference/media.htm> )

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