

Technology Offer

Guidelines' for filling in the form

The guidelines aim to help write better Technology Offers (TOs). They are not mandatory: each TO is, or should be, unique, and it may sometimes be sensible to ignore parts of the Guidelines.

In most cases, however, respecting guide lines eventually results in clearly written TOs, easily understood by Made in Danube Network members and their clients, which will bring more success.

Title

The title should be clear and meaningful for non-experts in the technology, technology transfer, and innovation or application field. It should enable clients to see if the TO is interesting for them and Network's Made in Danube partners which companies or researchers in their region might have the appropriate solution.

This is the first section to be read: it should be clear, concise (it is not an ad, and there is room in the abstract and description for further details), and attractive (avoid "marketing speak": remain as matter-of-fact as possible).

Abstract of the request

This section will be read immediately after the title and be the basis on which the reader will decide whether there is any interest in reading the rest of the profile. Therefore, within the limitation in length and the information specifications listed below (meant to help you target the relevant reader with the appropriate content), it also has to be clear, concise and attractive.

The Abstract should be written last. Therefore, do not repeat here the first paragraph of the TO description.

The abstract for a TO should answer the following questions:

- What is the request? Why do you believe it is needed?
- Where (geographically) is it from?
- What sort of organization is offering it?
- What is being offered?
- What can it are used for?
- What are the main advantages?
- What sort of deal is sought?

Example of TO abstract:

An Austrian SME developed and successfully markets a fastening system for outdoor ground covers made of wood. It minimizes damage caused by moisture and substantially increases the lifetime of the cover. It is easily, quickly and precisely mounted in half the time and not visible on the terrace surface.

The SME is looking for companies from timber industry (wood-processing, retailer), horticulture, landscaping etc. for license and/or commercial agreements with technical assistance.

Description of the request / Special features.

Please give a description of the relevant results/ characteristics of the request.

Whenever possible, provide background information or a short introductory text to the technology described and the technological necessities (usually this can be found through an internet search).

Describe the technology, necessities or product, try to indicate clearly the innovation you propose (provide quantitative data if possible).

Clearly establish the potential application of the technology, perhaps considering more than one field.

Provide information about the expertise or know-how of the proposer.

Do not include sales promotion of your technology or product.

It is useful to identify the current activities of the company.

A technology offer may arise in two situations:

- **Your client wants to improve his process or an existing product** or needs some help for the development of a new product, or specific expertise for its manufacture.

The product and/or processes should be briefly described and the targeted prices and production throughput should be given.

Why does this company want to improve a current process or product?

What is the current technical problem to be solved, what process is to be improved and why?

- **Your client wants to broaden the range of his products or services.** In this case, a short description of the client's production facilities and of his marketing department and commercial skills would be useful.

Include a description of the problem to be solved or technology requested.

Provide information about the current process / product to improve.

Clearly specify the technical requirements.

Describe what is intended to be done with the technology sought, and where the product manufactured with the requested technology will be used.

Technical specifications / specific technical requirements

The product and/or processes should be briefly described and the targeted prices and production throughput should be given.

What are the technologies the company believes could be suitable? What are the technologies the company is sure are not suitable?

Are there some specific requirements to take into consideration (temperature, pressure, size, etc)?

Clearly specify the technical requirements.

Technology keywords

Choose a maximum of five keywords applicable to the technology.

This limit is mandatory.

Try to use level three keywords as these are the most specific.

Be aware that a search may be conducted using keywords alone.

Innovative Aspects of the Request

Describe clearly the innovative aspects of the technology or necessities. Avoid generalities such as best or unique, but try to specify innovation by comparison with prevailing technologies.

Main advantages of the Request

Give the main economic benefits of the technology that you request (if possible in a quantitative way), regarding such elements as performance, ease of use, need of specific know-how, or expertise to adopt your technological needs.

What are the anticipated benefits of your request, and who would be positively or negatively impacted by its implementation?

What alternatives to your approach have you considered, and what led you to request this over competing alternatives?

Describe your plans to utilize the technology in your request, how best practices could be shared, and how equipment should be maintained.

Technology Keywords

Choose as many keywords as are applicable to the technology or the application. Try to use level 3 keywords, as these are the most specific.

Be aware that a search may be conducted using keywords alone.

Contact:

Here you have two options:

1. You are provider of services for the entity that present the TO and you will assist the entity in diverse stages – you insert yours contact data
2. You realize short training and recommendation for the entity that present the TO – you insert the company contact data.

From this moment they are on the own route.

Can they manage themselves?

At the final, please put you in the role of the partner that you search for this TO and analyze (if necessary improve the content):

- Why to transfer this TO?
- They give you more expertise? It is relevant?
- Will add value and benefits to your company?
- Why a company can be interested?
- The technology is real new?
- Can be it apply in a company?
- The information's enough / well presented to have a decision and commitment to cooperate?

Example

Title: APPLICATION OF NEW ECOLOGICALLY CLEAN BIO ORGANIC METHODS IN AGRICULTURE	
Abstract of the offer (request): * We elaborated theoretical substantiation and practical ways of vegetable organism life control by growth activation and most complete agricultural usage of the plant. The project goal is the growth of stimulation effectiveness, harvest level, grown up cultures, and avoid of toxic influence. Task is to perfect the soil cultivate, reckoning the economic effectiveness to create favorable environs for plants.	
Description of the offer * (min. 100 characters)	One of the directions of these problems is the application of bio regulators, which facilitate agricultural and bio technological production. In spite of achieved success, the level and scales of fundamental and applied investigations in the area of physiologic active combinations does not satisfy the industry demands. Existing preparations lack of: ineffectiveness, instability, low digestion and adsorption ability, small penetration ability, etc. Most of them do not dissolve in water, are expensive and toxic at some extent. New preparations influence various systems of metabolism: synthesis of proteins, breath, carbohydrate exchange and synthesis of secondary substances. They cause sharp increase of activity of some enzymes, for example of catalyses, peroksidases, change physical and chemical properties of protoplasm and cellular membranes that affect penetrability of ultimate for water, mineral and organic connections.

Innovative Aspects of the offer (min. 50 characters):				The new preparations have no analogues in the world practice.
Main Advantages of the offer*:	Our technology is ecologically clean and it causes sharp increase of activity of some enzymes.			
Technology Keywords *				
Plant, growth, harvest level, metabolism, cellular membranes, etc.				
8.2. FOOD QUALITY AND SAFETY				
1) Detection and Analysis methods				X
2) Food Microbiology / Toxicology / Quality Control				X
3) Safe production methods				X
Intellectual Property Rights *		The methods are laboratory tested and covered by the patent of Georgia.		
Exploitation of RTD Results: *		As It was mentioned the indicated method was tested in the laboratory		
Comments:				
Organization/Company				
Name:		Institute of Physics		
Type:	Research Institute	Size: 150	numbers of researchers: 8	
PLEASE CHOOSE ONE OR MORE MARKET AREAS IN WHICH YOUR TECHNOLOGY MIGHT BE APPLIED. *				
8. AGROFOOD INDUSTRY				
4) Food Processing				X
5) Food Technology				X
Market Comment (less than 250 characters)	Application	On the base of above cited concepts high effective ecologic pure regulators for plant growth were obtained from Georgian natural raw materials. As a result the harvest level increases, in particular maize - 80%, haricot - 90%, soya - 140%, vegetable garden cultures – 150%. At the same time there are notably increased quality characteristics of the yield (protein, indispensable amino acids). For instance in the maize corn the Liz in content increased by 80%, Iodine –1000%, Selenium 200%.		
Type of collaboration: *	Joint venture		x	
	Commercial Agreement with Technical Assistance		x	
	Other: Financial resources		x	
Comments: * - Type of partner sought	Company, Industry, research institute, university			

- Specific area of activity	Agriculture	
- Task to be performed	Commercialization of the technology; Joint research project and production	
Web link to present innovative product:	http://aiphysics.ge ; www.icarti.ge	
Preferred Countries (for information):	EU and EaP countries	
Associated Thematic Group:	Andronikashvili Institute of Physics, 6 Tamarashvili Str., 0177 Tbilisi, Georgia Contact person: Nanuli Bagdavadze Tel: (+995 32) 239 6716; Fax: (+995 32) 239 1494 E-mail: iraklijavax@yahoo.com	

Figure 1: TO example

The Form for Technology Offer

Please note:

Mandatory field *

Technology Offer	
Title*	
Abstract of the offer (request): * <i>Please give a brief description of the benefits of the technology, including key technical or competitive advantages (max. 500 characters)</i>	
Description of the offer * <i>(min. 100 characters)</i>	
Innovative Aspects of the offer (request)* <i>(min. 50 characters):</i>	
Main Advantages of the offer (request) * <i>(min. 50 characters):</i>	
Technology Keywords * Please select the domain that includes your technology offer and the appropriate sub-categories <i>Only the selected fields rest.</i>	
1. ELECTRONICS, IT AND TELECOMMS (Level1)	
1.1. ELECTRONICS, MICROELECTRONICS (LEVEL2)	
1) Automation, Robotics Control Systems (Level3)	
2) Digital Systems, Digital Representation	
3) Electronic circuits, components and equipment	
4) Electronic engineering	
5) Embedded Systems and Real Time Systems	
6) High Frequency Technology, Microwaves	
7) Magnetic and superconductor materials/devices	
8) Microengineering	
9) Micromachining	
10) Nanotechnologies related to electronics and microelectronics	
11) Optical Networks and Systems	
12) Peripherals Technologies (Mass Data Storage, Display Technologies) related to electronics & microelectronics	
13) Printed circuits and integrated circuits	
14) Quantum Informatics	
15) Semiconductors	
16) Smart cards and access systems	
17) Environmental and Biometrics Sensors, Actuators	

1.2. INFORMATION PROCESSING, INFORMATION SYSTEM, WORKFLOW MANAGEMENT	
1) Advanced Systems Architecture	
2) Archivistics/Documentation/Technical Documentation	
3) Artificial Intelligence (AI)	
4) Computer Games	
5) Computer Hardware	
6) Computer Software	
7) Computer Technology/Graphics, Meta Computing	
8) Data Processing / Data Interchange, Middleware	
9) Data Protection, Storage Technology, Cryptography, Data Security	
10) Databases, Database Management, Data Mining	
11) Electronic Commerce, Electronic Payment	
12) Imaging, Image Processing, Pattern Recognition	
13) Information Technology/Informatics	
14) Internet Technologies/Communication (Wireless, Wi-Fi, Bluetooth)	
15) Knowledge Management, Process Management	
16) Simulation	
17) Speech Processing/Technology	
18) User Interfaces, Usability	
19) Electronic Signature	
20) Building Automation Software	
21) Remote Control	
22) Smart Appliances	
1.3. IT AND TELEMATICS APPLICATIONS	
1) Applications for Health	
2) Applications for Tourism	
3) Applications for Transport and Logistics	
4) ASP Application Service Providing	
5) e-Government	
6) Environment Management Systems & Documental Management Systems	
7) GIS Geographical Information Systems	
8) CRM - Customer relationship Management	
9) Quality Management System	
10) Maintenance Management System	
11) Operation Planning and Scheduler System	
12) Didactic System	
13) ICM - Internet Content Management	
14) Analysis Risk Management	
15) Work Hygiene and Safety Management	
1.4. MULTIMEDIA	
1) Cultural Heritage	
2) E-Learning	
3) E-Publishing, Digital Content	
4) Human Language Technologies	
5) Information Filtering, Semantics, Statistics	
6) Visualisation, Virtual Reality	
1.5. TELECOMMUNICATIONS, NETWORKING	
1) Audiovisual Equipment and Communication	
2) Broadband Technologies	
3) Mobile Communications	
4) Narrow Band Technologies	
5) Network Technology, Network Security	
6) Radar	
7) Research Networking, GRID	

8) Satellite Technology/Systems/Positioning/Communication in GPS – Global Positioning System	
9) Signal Processing	
10) Hi-Fi	
11) Description to Sound and Music Computing	
12) Description Image/Video Computing	
13) Communications Protocols, Interoperability	
14) Residential Gateway	
2. INDUSTRIAL MANUFACTURING, MATERIAL AND TRANSPORT TECHNOLOGIES	
2.1. DESIGN AND MODELLING / PROTOTYPES	
2.2. INDUSTRIAL MANUFACTURE	
1) Cleaning (sandblasting, brushing)	
2) Coatings	
3) Drying	
4) Erosion, Removal (spark erosion, flame cutting, laser/plasma cutting, electrochemical erosion, water jet cutting)	
5) Forming (rolling, forging, pressing, drawing)	
6) Hardening, heat treatment	
7) Joining techniques (riveting, screw driving, gluing)	
8) Jointing (soldering, welding, sticking)	
9) Machine Tools	
10) Machining (turning, drilling, molding, milling, planning, cutting)	
11) Machining, fine (grinding, lapping)	
12) Mixing (powder, etc.), separation (sorting, filtering)	
13) Molding, injection molding, extrusion, sintering	
14) Surface treatment (painting, galvanic, polishing, CVD, PVD)	
2.3. PROCESS CONTROL AND LOGISTICS	
2.4. PLANT DESIGN AND MAINTENANCE	
2.5. PACKAGING / HANDLING	
1) Foil, films	
2) Laminate	
3) Packaging for machines	
4) Packaging for materials	
5) Plastic bags	
2.6. CONSTRUCTION TECHNOLOGY	
1) Building Materials, Components and Methods	
2) Civil engineering	
3) Construction Equipment	
4) Fire Resistance/Safety	
5) Mechanical Engineering, Hydraulics, Vibration & Acoustic Engineering related to construction technology	
6) Pipeline Technology	
7) Pulp Technology related to construction technology	
8) Sensory/Multisensory Technology, Instrumentation related to construction technology	
9) Simulation, Simulation Engineering	
10) Sound Insulation	
11) Vacuum / High Vacuum Technology	
12) Gas Safety	
13) Security	
2.7. MATERIALS TECHNOLOGY	
1) Adhesives	
2) Building materials	
3) Ceramic Materials and Powders	
4) Colours and varnish	
5) Composite materials	

6) Fine Chemicals, Dyes and Inks	
7) Glass	
8) Iron and Steel, Steelworks	
9) Materials Handling Technology (solids, fluids, gases)	
10) Metals and Alloys	
11) Non-ferrous Metals	
12) Optical Materials	
13) Paper technology	
14) Plastics, Polymers	
15) Properties of Materials, Corrosion/Degradation	
16) Rubber	
17) Stone	
18) Advanced Textile Materials	
3. OTHER INDUSTRIAL TECHNOLOGIES	
3.1. OTHER INDUSTRIAL TECHNOLOGIES	
1) Cleaning Technology	
3.2. PROCESS PLANT ENGINEERING	
3.3. APPARATUS ENGINEERING	
3.4. CHEMICAL TECHNOLOGY AND ENGINEERING	
1) Agro chemicals	
2) Anorganic Substances	
3) Colors, dyes related to Chemical Technology and engineering	
4) Electrical Engineering and Technology / Electrical Equipment	
5) Man made fibres	
6) Organic Substances	
7) Pharmaceuticals	
8) Plastics and Rubber related to Chemical Technology and engineering	
9) Soaps, detergents	
10) Special chemicals, intermediates	
11) Care, Hygiene, Beauty	
3.6. FOOTWEAR / LEATHER TECHNOLOGY	
1) Dry filling related to Footwear / Leather Technology	
2) Dyes related to Footwear / Leather Technology	
3) Tanned leather process related to Footwear / Leather Technology	
3.7. SOUND ENGINEERING/TECHNOLOGY	
3.8. MINING TECHNOLOGIES	
3.9. PRINTING	
1) Flexography	
2) Printed Reel Material	
3.10. HOUSEHOLD GOODS & APPLIANCES	
4. ENERGY	
4.1. ENERGY STORAGE AND TRANSPORT	
1) Heat storage	
2) Heat transport and supply, district heating	
3) Storage of electricity, batteries	
4) Transmission of electricity	
5) Transport and storage of gas and liquid fuels	
6) Transport and storage of hydrogen	
4.2. ENERGY PRODUCTION, TRANSMISSION AND CONVERSION	
1) Fuel cell, hydrogen production	
2) Fuel liquefaction, gasification	
3) Furnace technology, construction of heating boilers	
4) Generators, electric engines and power converters	
5) Heat exchangers	
6) Heat pump, cooling technologies	
7) Heating, ventilation	

8) Turbines, fluid machinery, reciprocating engines, combined heat and power	
4.3. FOSSIL ENERGY SOURCES	
1) Coal and Hydrocarbons	
2) Gaseous fossil fuel	
3) Solid fossil fuel	
4) Liquid fossil fuel	
4.4. NUCLEAR FISSION / NUCLEAR FUSION	
4.5. RENEWABLE SOURCES OF ENERGY	
1) Gaseous biomass	
2) Geothermal Energy	
3) Hydropower	
4) Liquid biomass	
5) Photovoltaics	
6) Solar/Thermal energy	
7) Solid biomass	
8) Unconventional and Alternative Energies	
9) Waste incineration	
10) Wind energy	
4.6. RATIONAL USE OF ENERGY	
1) Energy management	
2) Lighting, illumination	
3) Process optimisation, waste heat utilization	
4) Thermal insulation, energy efficiency in buildings	
4.7. OTHER ENERGY TOPICS	
1) Combustion, Flames	
2) Fuel Technology	
5. PHYSICAL AND EXACT SCIENCES	
5.1. ASTRONOMY	
5.2. CHEMISTRY	
1) Analytical Chemistry	
2) Computational Chemistry and Modelling	
3) Inorganic Chemistry	
4) Organic Chemistry	
5) Petrochemistry, Petroleum Engineering	
5.3. EARTH SCIENCES	
1) Geology, Geological Engineering, Geotechnics	
2) Oceanography	
3) Tectonics, Seismology	
5.4. MATHEMATICS, STATISTICS	
1) Algorithms and Complexity	
2) Mathematical modelling	
3) Statistical Analysis	
5.5. METEOROLOGY / CLIMATOLOGY	
1) Biosensor	
2) Moisture sensors	
3) Temperature monitoring	
5.6. PHYSICS	
1) Acoustics	
2) Astrophysics / Cosmology	
3) Laser Technology	
4) Nuclear Physics	
5) Physics of Fluids	
6) Sensors/Multisensor Technology, Instrumentation	
7) Solid state physics	
8) Thermodynamics	
9) Vibration and Acoustic engineering	

10) Optics	
5.7. MECHANICAL ENGINEERING	
5.9. SEPARATION TECHNOLOGIES	
1) Filtration and Membrane Processes	
2) Extraction	
3) Adsorption	
4) Distillation	
5) Sublimation	
6) Other Processes	
5.10. MICRO- AND NANOTECHNOLOGY RELATED TO PHYSICAL AND EXACT SCIENCES	
6. BIOLOGICAL SCIENCES	
6.1. MEDICINE, HUMAN HEALTH	
1) Biostatistics, Epidemiology	
2) Care and Health Services	
3) Clinical Research, Trials	
4) Cytology, Cancerology, Oncology	
5) Dentistry / Odontology, Stomatology	
6) Diagnostics, Diagnosis	
7) Diseases	
8) Environmental Medicine, Social Medicine, Sports Medicine	
9) Gene - DNA Therapy	
10) Gerontology and Geriatrics	
11) Heart and blood circulation illnesses	
12) Electromedical and Medical Equipment	
13) Medical Research	
14) Medical Technology / Biomedical Engineering	
15) Neurology, Brain Research	
16) Pharmaceutical Products / Drugs	
17) Physiology	
18) Surgery	
19) Virus, Virology / Antibiotics / Bacteriology	
20) Laboratory Equipment	
21) Rescue and Emergency Equipment	
22) Physiotherapy, Orthopaedic Technology	
23) Single Use Products and Consumer Goods	
24) Medical Textiles	
25) Medical Furniture	
26) Medical Biomaterials	
6.2. BIOLOGY / BIOTECHNOLOGY	
1) Biochemistry / Biophysics	
2) Cellular and Molecular Biology	
3) Enzymology / Protein Engineering / Fermentation	
4) Genetic Engineering	
5) In vitro Testing, Trials	
6) Microbiology	
7) Molecular design	
8) Toxicology	
6.3. GENOME RESEARCH	
1) Bioinformatics	
2) Gene Expression, Proteom Research	
3) Population genetics	
6.4. MICRO- AND NANOTECHNOLOGY RELATED TO BIOLOGICAL SCIENCES	
7. AGRICULTURE AND MARINE RESOURCES	
7.1. AGRICULTURE	
1) Agriculture Machinery / Technology	
2) Animal Production / Husbandry	

3) Biocontrol	
4) Crop Production	
5) Horticulture	
6) Pesticides	
7) Precision agriculture	
8) Seed coating	
9) Veterinary Medicine	
7.2. SYLVICULTURE, FORESTRY, FOREST TECHNOLOGY	
1) Forest technology	
2) Paper Technology	
3) Pulp Technology	
4) Sylviculture, Forestry	
5) Wood Products	
7.3. RESOURCES OF THE SEA, FISHERIES	
1) Aquaculture	
2) Fish / Fisheries / Fishing Technology	
3) Marine Science	
8. AGROFOOD INDUSTRY	
8.1. TECHNOLOGIES FOR THE FOOD INDUSTRY	
1) Drink Technology	
2) Food Additives/Ingredients/Functional Food	
3) Food Packaging / Handling	
4) Food Processing	
5) Food Technology	
8.2. FOOD QUALITY AND SAFETY	
1) Detection and Analysis methods	
2) Food Microbiology / Toxicology / Quality Control	
3) Safe production methods	
4) Tracability of food	
8.3. NUTRITION AND HEALTH	
9. MEASUREMENTS AND STANDARDS	
9.1. MEASUREMENT TOOLS	
1) Acoustic Technology related to measurements	
2) Analyses / Test Facilities and Methods	
3) Chemical material testing	
4) Electrical Technology related to measurements	
5) Mechanical Technology related to measurements	
6) Optical material testing	
7) Optical Technology related to measurements	
8) Other Non Destructive Testing	
9) Sensor Technology related to measurements	
10) Thermal material testing	
9.2. AMPLIFIER, A/D TRANSDUCER	
9.3. ELECTRONIC MEASUREMENT SYSTEMS	
9.4. RECORDING DEVICES	
9.5. REFERENCE MATERIALS	
9.6. STANDARDS	
1) Quality Standards	
2) Technical Standards	
10. PROTECTING MAN AND ENVIRONMENT	
10.1. SAFETY	
1) Acoustic safety	
2) Assessment of Risk	
3) Fire Safety Technology	
4) Hazardous Materials	
5) Radiation Protection	

10.2. ENVIRONMENT			
1) Air Pollution / treatment			
2) Biodiversity			
3) Ecology			
4) Environmental Engineering / Technology			
5) Measurement and Detection of Pollution			
6) Natural Disasters			
7) Remote sensing technology			
8) Soil Pollution			
9) Water Pollution / Treatment			
10.3. WASTE MANAGEMENT			
1) Biotreatment / Compost / Bioconversion			
2) Incineration and Pyrolysis			
3) Land and Sea Disposal			
4) Recycling, Recovery			
5) Radioactive Waste			
11. SOCIAL AND ECONOMICS CONCERNS			
11.1. SOCIO-ECONOMIC DEVELOPMENT MODELS, ECONOMIC ASPECTS			
11.2. EDUCATION AND TRAINING			
11.3. INFORMATION AND MEDIA, SOCIETY			
11.4. TECHNOLOGY, SOCIETY AND EMPLOYMENT			
11.5. INFRASTRUCTURES FOR SOCIAL SCIENCES AND HUMANITIES			
11.6. CITIZENS PARTICIPATION			
11.7. FORESIGHT TOOLS			
11.8. SPORTS AND LEISURE			
Current Stage of Development *			
Intellectual Property Rights *			
Exploitation of RTD Results: *			
Comments:			
Organization/Company			
Name:			
Type:		Size:	
PLEASE CHOOSE ONE OR MORE MARKET AREAS IN WHICH YOUR TECHNOLOGY MIGHT BE APPLIED. * Only the selected fields' reste.			
1. COMMUNICATIONS			
1.1. COMMERCIAL COMMUNICATIONS			
1) Radio and TV broadcasting stations			
2) CATV and pay TV systems			
3) Radio and TV broadcasting and other related equipment			
4) Other commercial communications			
1.2. TELEPHONE RELATED			
1) Long distance telephone services			
2) Telephone interconnect and other equipment			
3) Message forwarding, queuing & answering systems, telephone management systems & PBXs			
4) Other telephone related (including telephone cost accounting systems, telephone related telephone test systems and telephone answering service equipment)			
1.3. FACSIMILE TRANSMISSION			
1.4. DATA COMMUNICATIONS			
1) Local area networks (including voice/data PBX systems)			
2) Data communication components			
3) Communications processors/network management			

4) Protocol converters and emulators	
5) Modems and multiplexers	
6) Other data communication components	
7) Network test, monitoring and support equipment	
8) Other data communications	
1.5. SATELLITE MICROWAVE COMMUNICATIONS	
1) Satellite services/carriers/operators	
2) Satellite ground (and others) equipment	
3) Microwave service facilities	
4) Microwave and satellite components (including antennae and amplifiers)	
5) Other satellite/microwave	
1.6. OTHER COMMUNICATIONS RELATED	
1) Defence communications	
2) Mobile communications, pagers and cellular radio	
3) Other communications (not elsewhere classified)	
4) Communications services	
2. COMPUTER RELATED	
2.1. COMPUTERS	
1) Mainframe and scientific computers	
2) Mainframes	
3) Scientific computers	
4) Mini and micro computers	
5) Fail safe computers	
6) Mini computers (small business)	
7) Micro computers (personal and very small)	
8) Other mini and micro computers	
2.2. COMPUTER GRAPHICS RELATED	
1) CAD/CAM, CAE systems	
2) Graphics systems	
3) Graphics software	
4) Graphics terminals	
5) Graphics printers/plotters	
6) Other graphics peripherals	
7) Other computer graphics	
2.3. SPECIALISED TURNKEY SYSTEMS	
2.4. SCANNING RELATED	
1) OCR (optical character recognition)	
2) OBR (optical bar recognition)	
3) MICR (magnetic ink character recognition)	
4) Other scanning related (including optical mark sensing and image processing)	
2.5. PERIPHERALS	
1) Terminals	
2) Intelligent terminals	
3) Portable terminals	
4) Other terminals	
5) Printers	
6) Data I/O devices	
7) Disk related memory devices	
8) Floppy disks and drivers	
9) Winchester disks and drives	
10) Optical disks and drives	
11) Other disk related	
12) Tape related devices	
13) Magnetic tapes	
14) Tape heads and drives	
15) Continuous tape backup systems	

16) Other tape related devices	
17) Other memory devices (excluding semiconductors)	
18) Other peripherals (not elsewhere classified)	
2.6. COMPUTER SERVICES	
1) Time sharing films	
2) Computer leasing and rentals	
3) Computer training services	
4) Data processing, analysis and input services	
5) Computerised billing and accounting services	
6) Databases and on-line information services	
7) Other computer services	
2.7. COMPUTER SOFTWARE	
1) Systems software	
2) Database and file management	
3) Operating systems and utilities	
4) Program development tools/languages	
5) Communications/networking	
6) Other system software	
7) Applications software	
8) Business and office	
9) Home	
10) Education	
11) Manufacturing/industrial	
12) Medical/health	
13) Banks/financial institutions	
14) Other industry specific	
15) Integrated software	
16) Artificial intelligence related software	
17) Expert systems	
18) Natural language	
19) Computer-aided instructions	
20) AI programming aids	
21) Other AI related	
22) Software services	
23) Programming services/systems engineering	
24) Consulting services	
25) Distribution, clearing house	
26) Other software services	
27) Other software related	
2.8. OTHER COMPUTER RELATED	
1) Voice synthesis	
2) Voice recognition	
3. OTHER ELECTRONICS RELATED	
3.1. ELECTRONIC COMPONENTS	
1) Semiconductors	
2) Customised semiconductors	
3) Standart semiconductors	
4) Other semiconductors	
5) Microprocessors	
6) Controllers	
7) Circuit boards	
8) Display panels	
9) Other electronics related (including keyboards)	
3.2. BATTERIES	
3.3. POWER SUPPLIES	
3.4. ELECTRONICS RELATED EQUIPMENT	

1) Semiconductor fabrication equipment and wafer products	
2) Components testing equipment	
3) Other electronics related equipment	
4. GENETIC ENGINEERING/MOLECULAR BIOLOGY	
4.1. RECOMBINANT DNA	
1) Agricultural genetic engineering applications	
2) Industrial genetic engineering applications	
3) Medical genetic engineering applications	
4) Other recombinant DNA	
4.2. MONOCLONAL ANTIBODIES AND HYBRIDOMAS	
4.3. GENE SPLICING AND MANUFACTURING EQUIPMENT	
4.4. OTHER GENETIC ENGINEERING	
5. MEDICAL/HEALTH RELATED	
1) Diagnostic services	
2) Medical imaging	
3) X-rays	
4) CAT scanning	
5) Ultrasound imaging	
6) Nuclear imaging	
7) Other	
8) Diagnostic test products and equipment	
9) Other diagnostic	
5.2. THERAPEUTIC	
1) Therapeutic services	
2) Surgical instrumentation and equipment	
3) Pacemakers and artificial organs	
4) Drug delivery and other equipment (including kidney dialysis machines)	
5) Other therapeutic (including defibrillators)	
5.3. OTHER MEDICAL/HEALTH RELATED	
1) Disposable products	
2) Pharmaceuticals/fine chemicals	
3) Handicap aids	
4) Monitoring equipment	
5) Hospital and other institutional management (including management services and leasing)	
6) Other medical/health related (not elsewhere classified)	
6. ENERGY	
6.1. OIL AND GAS EXPLORATION AND PRODUCTION	
6.2. EXPLORATION SERVICES	
6.3. DRILLING AND SUPPORT SERVICES	
6.4. OIL AND GAS DRILLING, EXPLORATION AND EXTRACTION EQUIPMENT	
1) Drilling and extraction equipment	
2) Drilling instrumentation	
3) Exploration equipment instrumentation	
4) Other oil and gas	
6.5. ALTERNATIVE ENERGY	
1) Solar energy	
2) Photovoltaic solar	
3) Other solar	
4) Wind energy	
5) Geothermal energy	
6) Co-generation	
7) Other alternative energy (including nuclear energy and uranium mining)	
6.6. ENHANCED OIL RECOVERY/HEAVY OIL/SHALE	
6.7. COAL RELATED	
1) Coal mining	

2) Coal related equipment	
3) Other coal related	
6.8. ENERGY CONSERVATION RELATED	
6.9. OTHER ENERGY	
7. CONSUMER RELATED	
7.1. LEISURE AND RECREATIONAL PRODUCTS AND SERVICES	
1) Movies, movie products and theatre operations	
2) Amusement and recreational facilities	
3) Toys and electronic games	
4) Sporting goods, hobby equipment and athletics clothes	
5) Sport facilities (gyms and clubs)	
6) TVs, radio, stereo equipment and consumer electronics	
7) Music, records, production and instruments	
8) Other leisure and recreational products and services	
7.2. RETAILING	
1) Drug stores	
2) Clothing and shoe stores	
3) Discount stores	
4) Computer stores	
5) Other retailing	
7.3. FOOD AND BEVERAGES	
1) Wine and liquors	
2) Health food	
3) Soft drinks and bottling plants	
4) Food supplements/vitamins	
5) General food products	
6) Other food and beverages	
7.4. CONSUMER PRODUCTS	
1) Clothing, shoes and accessories (including jeweler)	
2) Health and beauty aids	
3) Home furnishing and housewares	
4) Housewares	
5) Furnishing and Furniture	
6) Garden and horticultural products	
7) Other	
8) Automobile parts	
9) Mobile homes	
10) Other consumer products	
7.5. CONSUMER SERVICES	
1) Fast food restaurants	
2) Other restaurants	
3) Hotels and resorts	
4) Auto repair shops	
5) Education and educational products and materials	
6) Travel agencies and services	
7) Other consumer services (including photo processing)	
7.6. OTHER CONSUMER RELATED (NOT ELSEWHERE CLASSIFIED)	
8. INDUSTRIAL PRODUCTS	
8.1. CHEMICALS AND MATERIALS	
1) Plastic fabricators	
2) Homogeneous injections/extrusions	
3) Non-homogeneous injections/extrusions	
4) Fibre-reinforced (plastic) composites	
5) Other fabricated plastics	
6) Processes for working with plastics	
7) Coatings and adhesives manufactures	

8) Membranes and membrane-based products	
9) Specialist/performance materials: producers and fabricators	
10) Semiconductor materials (e.g. silicon wafers)	
11) III/V semiconductor materials (eg gallium arsenide)	
12) Speciality metals (including processes for working with metals)	
13) Ceramics	
14) Lubricants and functional fluids	
15) Other speciality materials	
16) Commodity chemicals and polymers	
17) Industrial chemicals	
18) Polymer (plastics) materials	
19) Speciality/performance chemicals	
20) Electronic chemicals	
21) Other speciality chemicals	
22) Agricultural chemicals	
23) Other chemicals and materials (not elsewhere classified)	
8.2. INDUSTRIAL AUTOMATION	
1) Energy management	
2) Industrial measurement and sensing equipment	
3) Process control equipment and systems	
4) Robotics	
5) Machine vision software and systems	
6) Numeric and computerised control of machine tools	
7) Other industrial automation	
8.3. INDUSTRIAL EQUIPMENT AND MACHINERY	
1) Machine tools, other metal working equipment (excluding numeric control)	
2) Hoists, cranes and conveyors	
3) Mining machinery	
4) Industrial trucks and tractors	
5) Other industrial process machinery for textile, paper and other industries	
6) Power transmission equipment (including generators and motors)	
7) Other industrial equipment and machinery	
8.4. POLLUTION AND RECYCLING RELATED	
1) Air filters and air purification and monitoring equipment	
2) Chemical and solid material recycling	
3) Water treatment equipment and waste disposal systems	
4) Other pollution and recycling related	
8.5. OTHER INDUSTRIAL PRODUCTS (NOT ELSEWHERE CLASSIFIED)	
8.6. INDUSTRIAL SERVICES	
9. OTHER	
9.1. TRANSPORTATION	
1) Airlines	
2) Trucking	
3) Leasing of railcars, buses, cars, etc.	
4) Mail and package shipment	
5) Motor vehicles, transportation equipment and parts	
6) Airfield and other transportation services	
7) Other transportation	
9.2. FINANCE, INSURANCE AND REAL ESTATE	
9.3. SERVICES	
1) Engineering services	
2) Advertising and public relations	
3) Distributors, importers and wholesalers	
4) Consulting services	
5) Media related services	
6) Other services (not elsewhere classified)	

9.4. MANUFACTURING		
1) Business products and supplies		
2) Office furniture and other professional furnishings		
3) Textiles (synthetic and natural)		
4) Books, cards and other publishing		
5) Packing products and systems		
6) Printing and binding		
7) Other manufacturing (not elsewhere classified)		
9.5. AGRICULTURE, FORESTRY, FISHING, ANIMAL HUSBANDRY AND RELATED PRODUCTS		
9.6. MINING (NON-ENERGY RELATED)		
9.7. CONSTRUCTION AND BUILDING PRODUCTS		
1) Construction		
2) Manufacture of building materials		
3) Manufacture of pre-fabricated buildings and systems		
4) Distribution of building products and systems		
5) Construction services		
6) Other construction and building products related		
9.8. UTILITIES AND RELATED FIRMS		
1) Electric companies		
2) Water, sewerage, chemical and solid waste treatment plants		
3) Gas transmission and distribution		
4) Other utilities and related firms		
9.9. OTHER (UNCATEGORISED)		
1) Conglomerates and holding companies		
Market Application Comment (less than 250 characters)		
Type of collaboration: * (tick more than one if necessary)	License agreement	
	Technical Co-operation	
	Joint venture agreement	
	Manufacturing agreement (Subcontracting & Co-contracting)	
	Commercial Agreement with Technical Assistance	
	Other : Financial resources	
Comments: * - Type of partner sought - Specific area of activity - Task to be performed		
Web link to present innovative product:		
Preferred Countries (for information):		
Contact		