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- Slovakia
- Slovenia
- Spain
- Sweden
- Switzerland
- Turkey
- United Kingdom

Building Technology Partnerships



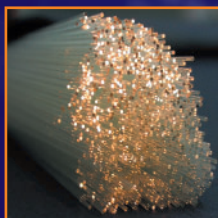
Innovation Relay Centre - Bulgaria

Information and Communication TECHNOLOGIES

**Brokerage Event during
BAIT EXPO 2007**

**Inter Expo and Congress Centre
Hall 1, Stand D6**

**01-02 November 2007
Sofia, Bulgaria**



Cooperation catalogue

Information and Communication Technologies

Brokerage Event

during BAIT EXPO 2007

Cooperation catalogue

Inter Expo and Congress Centre
Hall 1, Stand D6

01-02 November 2007

Sofia, Bulgaria

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WELCOME

IRC Bulgaria in collaboration with the Bulgarian Association of Information Technologies, the State Agency for Information Technology and Communications and the Bulgarreklama Agency are organising Technology Brokerage event in the field of ICT on 01-02 November, 2007, in Sofia during the BAIT EXPO 2007 exhibition.

The organisers are active and well known in the field of information and communication technologies in Bulgaria, ensuring wide promotion of the event and participation of Bulgarian leading ICT organisations. The exhibition proved to be the most significant event in the sector of information and communication technologies in Bulgaria. Every year the exhibition offers an opportunity to the visitors to get acquainted with the newest achievements in this field.

Exhibitors are divided into four main groups:

- Hardware – computer systems and components, ready-to-use software products, office equipment, etc.
- Own software developments, solutions, systems for business management, services.
- Telecommunications, networks and Internet.
- Multimedia and digital home.

The Innovation Relay Centres

The European network of the Innovation Relay Centres (IRCs), established in 1995 with the support of the European Commission, is one of the world's largest technology transfer networks.

Consisting of more than 250 organizations all over Europe, including the 27 EU member states, Iceland, Israel, Norway, Switzerland, Turkey and Chile the so-called IRCs are regional consortia. The organizations involved are e.g. innovation agencies, Chambers of Commerce, regional development agencies and university technology centers.

The mission of the IRC network is to facilitate innovation in Europe and to stimulate transnational technology transfer. Thus the Innovation Relay Centres intend to help and assist primarily small and medium sized enterprises (SMEs) when looking for European partnerships.

But not only SMEs, also universities and research institutes may benefit from the IRC services by transferring their research results to the European industry. Such partnerships may comprise license agreements, know-how transfer, a joint venture, a marketing agreement with technical assistance as well as a technical, industrial or scientific co-operation (e.g. in the framework of a RTD project).

Over the past years, the IRC's - working closely together in thematic or special interest groups – have been of assistance in over 5,000 technology transfer negotiations and have helped 65,000 client companies to meet their technology needs and to exploit their research results.

IRC staff (a total of nearly 1,000) are experienced specialists with backgrounds in business, industry and research. To date, they have facilitated 800 transnational transfers of technology – signed agreements for the sale, licensing, distribution or joint development of new technologies.

VENUE

The Brokerage Event will be held in **Inter Expo and Congress Center**

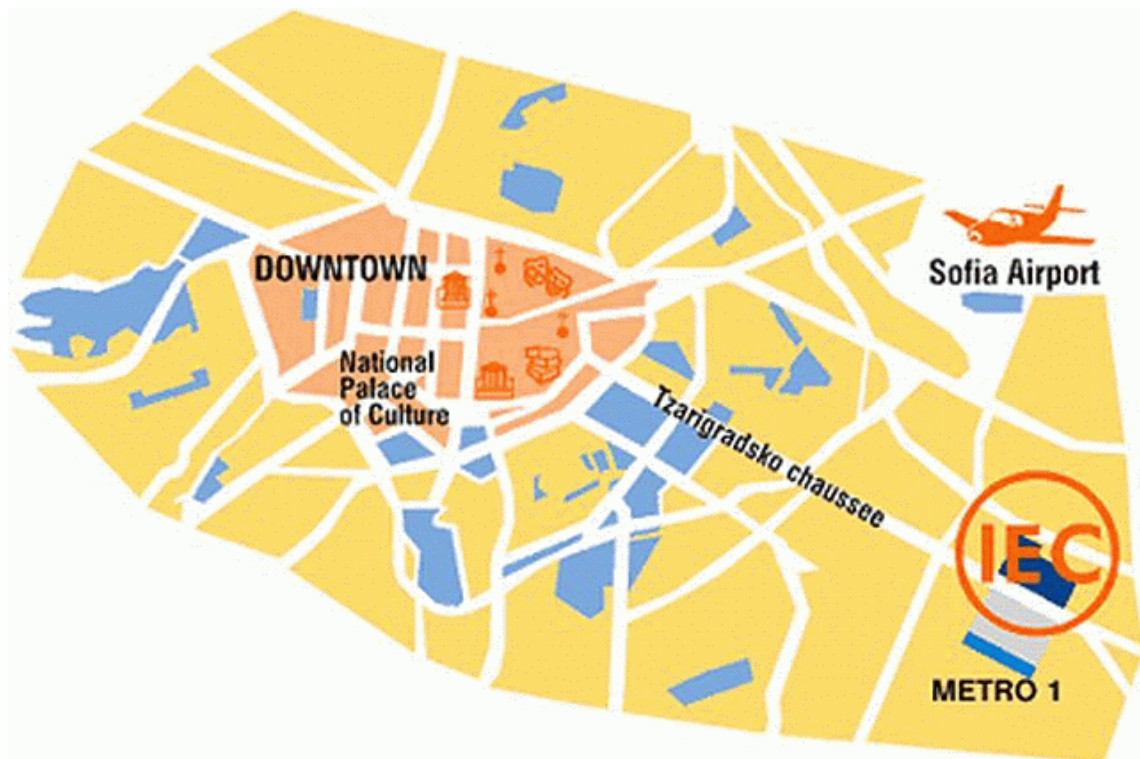
Hall 1, Stand D6

Address:

147, Tzarigradsko Chaussee Blvd.

1784 Sofia, Bulgaria

<http://www.bulgarreklama.com>



Agenda

Inter Expo and Congress Center

01 November 2007 (Thursday)

Hall 1, Stand D6

10.00 - 10.30 - Registration and Official opening

10.30 - 13.00 - Bilateral meetings

13.00 - 14.00 – Lunch Break

14.00 - 18.00 - Bilateral meetings

02 November 2007 (Friday)

Hall 1, Stand D6

10.00 - 10.30 - Registration

10.30 - 14.00 - Bilateral meetings

13.00 - 14.00 – Lunch Break

14.00 - 18.00 - Bilateral meetings

Each session will go on for 30 minutes.

Index of Profiles

Reference number	Type	Title	Organisation Contact Info	Page
TO_ES_18896	Technology Offer	IT Security. Developers of cryptographic solutions both HW & SW	Realia Technologies, S.L. (REALSEC) Spain, 28020 Madrid C/ Orense, 68 Sebastian Munoz 0034.914490330, 0034.915795606 smunoz@realsec.com	14
KHE_BG_18911	Know-how/ expertise	Know-how in localization of IT systems, local software support and transnational transfer of IT know	Unisoft Bulgaria SA Bulgaria, 1000 Sofia Lybata Str. 4-6 Vladislav Jivkov +359 89 6819007 jivkov@unisoft.bg	15
TR_BG_18912	Technology Request	Specialized vertical IT solutions	Unisoft Bulgaria SA Bulgaria, 1000 Sofia Lybata Str. 4-6 Vladislav Jivkov +359 89 6819007 jivkov@unisoft.bg	15
TO_BG_19051	Technology Offer	Web Services and Applications	Mag Studio Bulgaria, 1606 Sofia 13 20-th April str. Pavel Simov +359 2 80 51 951 pavel.simov@magstudio.bg	16
TO_IT_19714	Technology Offer	Web-based traceability software system	AltaVia Srl Italy, 40122 Bolona via Ugo Lenzi 2 Loris Cristofori +39 051 6494379 l.cristofori@altavianet.it	17
TO_BG_20063	Technology Offer	Software for business and management	Triniti Soft Ltd. Bulgaria, 1612 Sofia Smilica Street 16 Jasen Tanev +359 2 958 32 01 +359 2 958 32 01 sales@triniti-soft.com	19
TO_BG_20085	Technology Offer	An ultimate groupware system integrating the information flows between company departments, clients, supplier	Antipodes Bulgaria 1421 Sofia 46 Chervena Stena Str. Dimitar Giulev, +359 888 639943 +359 2 9641105 +359 2 9641107 d.giulev@antipodes.bg	20
T_BG_20090	Technology	3D Spacer - Home and office interior design software	Antipodes Bulgaria 1421 Sofia 46 Chervena Stena Str. Dimitar Giulev, +359 888 639943 +359 2 9641105 +359 2 9641107 d.giulev@antipodes.bg	21
KHE_BG_20117	Know-how/ expertise	Bulgarian Non-Governmental Organisation on Information and Communication Technology (ICT)	ICT Cluster Bulgaria 1766 Sofia Business Park Sofia, Mladost 4,	22

Reference number	Type	Title	Organisation Contact Info	Page
		business	Building 11, entrance B Tanya Popova tanya@ictalent.org	
TO_IT_20168	Technology Offer	MODA-ML: an interoperability framework for the Textile/Clothing supply chain	Ente per le Nuove Tecnologie, l'Energia e l'Ambiente ENEA - IRC IRENE Italy, Via Martiri di Monte Sole, 4 40129 Bologna Milena Stefanova +39 051 6098 409 +39 051 6098 084 milena.stefanova@bologna.enea.it	23
TO_BG_20222	Technology Offer	System for visual modeling and automation of business procedures in a company	Antipodes Bulgaria 1421 Sofia 46 Chervena Stena Str. Dimitar Giulev, +359 888 639943 +359 2 9641105 +359 2 9641107 d.giulev@antipodes.bg	25
TO_BG_20269	Technology Offer	ERP type software product for management of commercial activities	Unisoft Ltd. Bulgaria 1309 Sofia Zone B19, 15-16, A-1 Georgi Todorov +359 2 9201760 gtodorov@unisoft-bg.com	26
TO_BG_20271	Technology Offer	Custom controlled store	Unisoft Ltd. Bulgaria 1309 Sofia Zone B19, 15-16, A-1 Georgi Todorov +359 2 9201760 gtodorov@unisoft-bg.com	27
T_BG_20280	Technology	Software for financial analysis of annual financial reports and results from the current accounting entries	Unisoft Ltd. Bulgaria 1309 Sofia Zone B19, 15-16, A-1 Georgi Todorov +359 2 9201760 gtodorov@unisoft-bg.com	28
TO_ES_20338	Technology Offer	Technology to deliver data communication services for telemetry, automatic vehicle location and M2M	TECNOSEGUR Spain, 28023 Madrid c/ Basauri 17 edificio valreality A Juan de la Torre 0034.913729751 jdelatorre@tecnosegur.com	29
TO_ES_20342	Technology Offer	M2M (Machine-to-Machine) solution for remote management of measurement and monitoring subsystems through Mobile Phone and Internet	Spin Off technology Spain, 28004 Madrid Fuencarral, 92 Rosa Molina 0034.913642626 molina@sotech.es	30
TO_ES_20344	Technology Offer	Telesurveillance multimedia platform	APLICA TECNOLOGÍAS Spain, 28037 Madrid C/San Romualdo 26, 5ª planta, Local A4 Juan Maria Garcia 0034.912403267 jmgarcia@aplicatec.com	32

Reference number	Type	Title	Organisation Contact Info	Page
TO_ES_20347	Technology Offer	Pago Móvil® - PDA Gateway application for secure on-line payments	ITOS Spain, 28231 LAS ROZAS C/ Cuesta de San Francisco, 1, 1fl. Nikolay Chmbourov +34917824627 info@itos.es	34
TO_BG_20384	Technology Offer	Voice Clerk Billing system	Storage Target Ltd Bulgaria 1000 Sofia 32, Lavele Str Jordan Katzarow +359885389016 +359 2 9885677 j.katzarow@storagetarget.com	35
TO_ES_20415	Technology Offer	Informatic system for greenhouses and hydroponic cultivations management	Ci2t Spain, 28760 Madrid Parque Científico de Madrid Francisco Larios 0034.600427452 flarios@ci2t.es	36
TO_BG_20465	Technology Offer	An innovative information technology for advertisement by packing, pose and transporting of foods and drinks and for new multiform modes of food	University for National and World Economy Bulgaria 1000 Sofia Poligona Nikolay Atanassov +359 889-501-603 ela88us@yahoo.com	37
TO_PL_20477	Technology Offer	Unique Phone Billing Manager (PBM) System	Source Ltd. Poland 02-942 Warsaw Sw. Bonifacego 92/7-12 Roza Toroj 0048 22 742 02 85	38
TO_PL_20478	Technology Offer	GIS system (Geographical Information System)	Source Ltd. Poland 02-942 Warsaw Sw. Bonifacego 92/7-12 Roza Toroj 0048 22 742 02 85	39
TO_PL_20479	Technology Offer	Portal for common vehicles monitoring in Europe	DBX Ltd. Poland 15-724 Bialystok Marczukowska St. 2B Adam Jakubowski 0048 85 652 50 05	40
TO_BG_20512	Technology Offer	Expertise and development of Databases, digital libraries, e-learning modules and training tools on wireless communications.	COMBALSAT Bulgaria, 1680 Sofia 4A Topli dol Str. Boncho Balabanov +359 2 9587540 bbalabanov@combalsat.com	41
TO_ES_20531	Technology Offer	People and vehicle advanced location system	TECNOSEGUR Spain, 28023 Madrid c/ Basauri 17 edificio valreality A Juan de la Torre 0034.913729751 jdelatorre@tecnosegur.com	42
TO_BG_20577	Technology Offer	Development and implementation of ERP system for the tourism sector based on open source	ERP Bulgaria Bulgaria 1000 Sofia Hristo Belchev str. 11/b Svetoslav Vasilev	43

Reference number	Type	Title	Organisation Contact Info	Page
			+ 359 895 711-001 vasilev@erpbulgaria.com	
TO_BG_20579	Technology Offer	Development and implementation of WEB ERP system based on open source	ERP Bulgaria Bulgaria 1000 Sofia Hristo Belchev str. 11/b Svetoslav Vasilev + 359 895 711-001 vasilev@erpbulgaria.com	43
TO_PL_20788	Technology Offer	Intelligent building management system – hardware and software solutions	DBX Ltd. Poland 15-724 Bialystok Marczukowska St. 2B Adam Jakubowski 0048 85 652 50 05	44
TR_GR_20810	Technology Request	Promotion of innovative products in the Greek market	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	45
TR_GR_20811	Technology Request	RFID tags stand up to high temperatures	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	45
TO_GR_20812	Technology Offer	Garbage collection monitoring via RFID	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	46
TO_GR_20813	Technology Offer	Computer Vision Application	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	46
TO_GR_20814	Technology Offer	Bank payment management tool related to SWIFT system	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	47
TO_GR_20815	Technology Offer	Integrated “All-in-one” server software or appliance (Connectivity-Applications-Security)	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	48

Reference number	Type	Title	Organisation Contact Info	Page
TO_GR_20816	Technology Offer	Open Source Collaboration tool	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	50
TO_GR_20817	Technology Offer	Software solution for Factoring process	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	51
TO_GR_20819	Technology Offer	Integrated food safety system	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	53
TO_GR_20822	Technology Offer	StereoSTATIKA, Structural Design Software	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	54
TO_GR_20824	Technology Offer	'Talking' multilingual phrasal translation service for mobile phones	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	55
TO_GR_20827	Technology Offer	VLSI DESIGN AND CONSULTANCY	National Documentation Centre Greece 116 35 Athens 48 Vas.Constantinou Ave. Constantine Karamanis +30 210 72732918 +306944593792 karamanis@ekt.gr	56
TO_IT_20849	Technology Offer	ICT OPEN LAB Project	POLO ICT Italy 80078 Pozzuoli Via Adriano Olivetti, 1 Domenico Liotto +39 3294206716 domenico.liotto@poloict.it	57
T_IT_20878	Technology	Software Tools supporting ebXML	Ente per le Nuove Tecnologie, l'Energia e l'Ambiente ENEA - IRC IRENE Italy, Via Martiri di Monte Sole, 4 40129 Bologna Milena Stefanova +39 051 6098 409 +39 051 6098 084 milena.stefanova@bologna.enea.it	58

Reference number	Type	Title	Organisation Contact Info	Page
TO_BG_20885	Technology Offer	Internet and information kiosks, kiosk projects and software solutions, kiosk and touchscreen components	UIVAC ET Bulgaria 1712 Sofia Mladost-3, bl. 366-3-73 Svetlodar Angelov +359 889 942 802 info@univac-bg.com	59
TO_IT_20899	Technology Offer	Software for production automation and quality control for the textile industry	Softex srl Italy 13900 Biella, Via Gobetti 2 Gabriele Pollono gabriele.pollono@interprog.net	60
PS_IT_20913	Partner Search	Web-based eLearning platform	Nextend.net srl Italy 40138 Bologna Via del Tappezziere, 4 Marcella Tusa +393498326879 +390516024331 +390516024722 marcella@nextend.net	61
TO_BG_20918	Technology Offer	ERP Solutions with MRP & MRPII, CRP and CRM functionalities.	Microinvest Ltd. Bulgaria Sofia, 215 Tsar Boris III Tsvetan Kazakov +359 2 955 55 15 +359 2 955 40 46 ERP@microinvest.net	62
TO_IT_20927	Technology Offer	Information system for the management of old people's and convalescent homes	Softex srl Italy 13900 Biella, Via Gobetti 2 Gabriele Pollono gabriele.pollono@interprog.net	63
TO_BG_20935	Technology Offer	Experience in developing software related with 3D geometry and modelling	Grafixoft Ltd. Bulgaria, 1111 Sofia Yavorov complex, 49-3-1 Dobrin Savchev +359 2 9716400, +359 2 9716404 dobrin.savchev@grafixoft.com	64
TO_IT_20938	Technology Offer	Software for traffic data management and analysis	Softex srl Italy 13900 Biella, Via Gobetti 2 Gabriele Pollono gabriele.pollono@interprog.net	65
KHE_IT_20941	Know-how/expertise	Know-how in open source development for eBusiness, CRM and Business Intelligence Applications	MAPS Engineering Italy Marco Ciscato marco.ciscato@mapsengineering.com	66
TO_BG_20944	Technology Offer	Provision of software solutions in Enterprise (e-Business, ERP, CRM, SRM), Administration (e-Government) and Science (Food Quality and Safety), Production of systems for Expert knowledge exploitation and dissemination via Web, Technology Transfer and Large-scale projects management	ISOFT OOD Bulgaria 1229 Sofia Nadejda-3, bl. 334D, ap.99 Irena Pavlova +35928963321 irena.pavlova@isoft-technology.com	67
TO_NL_20983	Technology Offer	Motion control embedded software expertise.	Strypes Technical Automation Netherlands 5658 HE Eindhoven Grasplantsoen 46	68

Reference number	Type	Title	Organisation Contact Info	Page
			Koen van Wijk +31646416783	
TO_NL_20985	Technology Offer	Project management for embedded software development.	Strypes Technical Automation Netherlands 5658 HE Eindhoven Grasplantsoen 46 Koen van Wijk +31646416783	68
TR_NL_20986	Technology Request	Technology partner to offer embedded software engineers	Strypes Technical Automation Netherlands 5658 HE Eindhoven Grasplantsoen 46 Koen van Wijk +31646416783	69

Profiles

Technology Offer
Ref. No: TO_ES_18896

**Title: IT Security. Developers of cryptographic solutions
both HW & SW**

Abstract: IT Security solutions based on cryptography, both hardware (Hardware Security Module and cryptographic server with FIPS 140-2 Level 3 Certification), and software (PKI, Digital Signature, Encryption...) We are specialists in cryptographic solutions for the banking sector.

Detail Description: Private Spanish Company that designs, manufactures and develops top security cryptographic solutions. Innovative and competitive products to fit a growing demand of solutions to secure e-transactions, encrypt critical data and digital signature of e-documents. In search of partners willing to distribute our technology in their territory. Our hardware cryptographic solutions include a Hardware Security Module (HSM), called Cryptosec, that is FIPS 140-2 Level 3 certified (only 6 other companies in the world have reached this level of security), which guarantees that it is a robust and reliable device. You need a HSM whenever a digital certificate is involved, in order to safely store the master key and securely generate the private keys. It is also used for encrypting/decrypting large volumes of data. There is a Server version of our HSM available, and it is called Cryptosec LAN. It includes the same functionality plus TCP/IP capabilities. Cryptosec Banking is a cryptographic Server that includes each and everyone of the banking industry cryptographic functions, like "Remote Key Generation", "EMV transactions process" and many others. As far as our software solutions is concerned, most of them are based in our HSM solution and include a full PKI (Public KEY Infrastructure) solution, called OpenSecure. Our tool H3P is used to help generating the new EMV (Europay Mastercard VISA) credit cards with a cryptographic chip to prevent fraud. Cryptosign is a digital signature tool that easily integrates with any Doc. Mgmt. Or Workflow solution. Cryptolock will efficiently encrypt/decrypt all your local critical data on

Innovative Aspects: There are not too many solutions in this business niche related to cryptography. Our products are much faster than competitors (it contains a cryptographic accelerator), with very competitive prices and despite what our competitors do, we deliver fully customized solutions to fulfill customer's needs (both hard/software).

Main Advantages: We are willing to work with our partners and develop customized solutions and help them integrate their applications with our cryptographic technology. We are a small, flexible and dynamic organization. Very competitive in pricing and providing a pre and post sales service that you will seldom find in a large organization

State of Development: Already on the market

Intellectual Rights: Copyright protected

Weblink: www.realsec.com

Market Application: Our technology is mainly oriented to the financial environment, although government and large corporations are also potential

Type of Partner Sought: your PC/Laptop and easily integrates with your current applications. Customers Industry Cryptopista is used for strong authentication and secure payment

Specific Area: transactions when you go through a "freeflow" toll highway system. IT Security

Task to be Performed: Distribution. Added value Reselling. Integration.

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC Madrid
IRC Consultant: Carmen Bedoya

Know-how/ expertise
Ref. No: KHE_BG_18911

Title: Know-how in localization of IT systems, local software support and transnational transfer of IT know

Abstract: Know-how in localization of IT systems, local software support and transnational transfer of IT know

Detail Description: A bulgarian organisation an organisation active in the sector of information technologies and provides consultancy for both private and public sectors and is specialised in business software applications for middle-sized and large companies. It provides consultancy on and implements ERP systems and business intelligence tools. Unisoft Bulgaria is a reliable partner for EU projects. the company is experienced and possesses know-how in localization of both common and more Abstract: information systems. It successfully supports transnational transfer of IT know-how. The company possesses expertise in local software support to companies who have already implemented information systems in local enterprises.

State of Development: Already on the market

Intellectual Rights: Others (registered design, plant variety right, etc)

Type of Partner Sought: Partners interested in the know-how in localization of IT systems, local software support and transnational transfer of IT know-how.

IRC Name Responsible: IRC Bulgaria

Technology Request
Ref. No: TR_BG_18912

Title: Specialized vertical IT solutions

Abstract: A bulgarian software company is interested in various sector specific (automotive, textiles, machine building, biotechnology, nanotechnology, wood-processing and furniture, building materials etc.) specialized vertical IT solutions. The software should answer specific sector requirements and serve the core business of these companies.

Detail Description: The copmany is looking for partners possessing know-hw or expertise in specialized vertical IT solutions in various sector specific (automotive, textiles, machine building, biotechnology, nanotechnology, wood-processing and furniture, building materials etc.). The software should answer specific sector requirements and serve the core business of these companies. The company is looking for commercial agreement with technical assistance or technical co-operation.

State of Development: Already on the market

Intellectual Rights: Others (registered design, plant variety right, etc)

Partnership Sought: Technical Co-operation; Commercial Agreement

IRC Name Responsible: IRC Bulgaria

Title: Web Services and Applications

Abstract: A Bulgarian privately held company for professional development and design of products and applications for the World Wide Web. The company is one of the leading web development, design and advertising companies on the market.. The company is dealing with design and implement unique Internet solutions up to the highest-level standards and requirements of our clients, both foreign and Bulgarian. The company is looking for partners for

Detail Description: The company offers a wide range of services to build and grow our clients' business online. Their creative e-business solutions are shaped by experience in all fields, design, marketing and technology. This enables them to provide an objective, consultative methodology, which can be successfully applied to meet any business need. The quality and cost effectiveness of services has made them reliable partner for many organisations. The main company's activities are:

Software development

Includes web based applications for management and automation of business procedures and processes in a company, business systems, software applications, offline applications, e-learning applications.

Web development

Includes corporate web site development, brand sites, e-commerce portals and services, multimedia presentations, online games and catalogues.

Design services

Web site design is not just about looking good it's also about being a functional extension to your organisation. Web site design enables the client's message to be delivered to their target audience with clarity and impact. Their creative design solutions achieve this goal by combination of elements that most engage the user's senses: visual, audio and animation.

Web marketing

The company's results-focused approach to online marketing puts our clients' goals and objectives at the core of every campaign or solution we create. The company specialises in the field of Search Engine Optimization and web marketing - a cost effective marketing strategy with high yields. The whole process includes:

- market research
- target group analysis
- positioning
- media planning
- result analysis

Multimedia

The company provides a broad range of multimedia services including:

- multimedia presentations
- interactive multimedia applications

Web hosting

The company assists its clients with the review and evaluation of potential hosts.

- Disc Storage - from 1 000 Mb to 5 000 Mb;
- E-mail Accounts - from 10 to 30 or unlimited number.
- Domain Name Registration: .com, .net, .org, .bg, eu, etc.
- FTP Access
- Domain management system
- PHP, MS.NET, Java, MySQL, pgSQL, MsSQL, SSL (Apache, IIS)

Web security

The company provides a combination of security tools to reduce the risks of our websites being hacked.

- SSL Certificates - the easily implemented standard protocol for transaction security
- Antispam – protection against spam (unwanted e-mail)
- Antivirus – protection against viruses
- 3D animation&visualisation
- 3D animation & visuals transform any idea into reality.

State of Development: Already on the market

Intellectual Rights: Others (registered design, plant variety right, etc)

Partnership Sought: Manufacturing Agreement (Subcontracting & Co-contracting)

IRC Name Responsible: IRC Bulgaria

Title: Web-based traceability software system

Abstract: An Italian SME has developed a web-based traceability software system. Advantages of the system include that it can be directly configured by food safety experts without the need of software code re-engineering, moreover the system allows for the contemporary management and monitoring of multiple supply chains by the same organisation. The company is looking for consultancy firms which implement food safety related standards and recommendations across agro-food supply chains.

Detail Description: In the last 15 years a lot of European and National level regulations and methodologies regarding food safety and traceability of agro-food products have been issued. With the advent of Internet and eBusiness, ICT-based systems which support the implementation of such regulations have appeared in the market.

The technology under consideration is a traceability system which allows for centralised information gathering across multiple food supply chains. The system has three basic modules:

- Chain definition module
- Administration /configuration module
- Operational module

The Chain definition module allows for the definition of roles, processes and information regarding materials or products used or transformed within the processes. Additional information regarding control events can be recorded as well. The chain definition module uses a graphical user interface, where processes and information flows can be represented graphically allowing also for specification of the logical links between them across the supply chain. The module is intended for use by consultants and experts on food safety and traceability issues. The administration module allows for definition of the supply chain actors and their rights with respect to the information collected in the central data base. The core of the operational module is a central data base, whose structure is generated automatically from the graphical chain definition. The interface to this data base is web-based: using web the supply chain actors can create, modify or review information according to their access and ownership rights. In addition, the system allows for the monitoring of multiple supply chains by the same organisation and performing different statistical analyses.

The system is conform to European regulation and methodologies (such as EU 178/2002, HACCP, EurepGap). The underlying technology is standard or de-facto standard: Microsoft Net environment, Microsoft DBMS SQLSERVER 2000, web-services and XML data formats. The system has been integrated and can be integrated with different devices for automatic identification and data capturing (bar-code readers, RFID tags, etc.).

The Italian company is a software company developing software on demand for the health and food sectors. It has developed a multitude of traceability software for single food supply chains, which recently and health-care systems.

Main Advantages:

Flexibility: It is often necessary to re-write software code in order to adapt traditional traceability systems to the requirements of a particular supply chain. The adaptation of the offered technology requires less than a month for incorporating new supply chains: it is configured directly by food quality & safety experts using its graphical modelling tool.

Extensibility: At present, the most evolved traceability systems are those for cattle traceability, whose requirements are enforced by EC and national regulations. The technology allows for adaptation to new across agro-food supply chains and has been generalised into a complete stand-alone multi-chain regulations, since its logic follows directly the production and logistics system, offered on the market. The company is also providing ASP processes. It allows store of detailed data on products and processes services, keeping in-house the data bases for some of the traceability for any type of food supply chain, also those not explicitly regulated.

Security and privacy issues.

State of Development: Already on the market

Intellectual Rights: Exclusive rights

Weblink: http://www.etinet.biz/eng/index_eng.htm

Type of Partner Sought: Consultancy firms, Software developers or integrators.

Specific Area: Consultancy firms on food safety and control; Software companies preferably with

experience in the agrofood sector.

Task to be Performed: Consultancy firms which are responsible for implementation of food safety projects within an entire supply chain or a single organization. Software companies which can assure the maintenance of the system in the long run within individual projects, or its adaptation to specific requirements (e.g. language adaptation, integration with management systems, etc.).

Partnership Sought: License Agreement

IRC Name Responsible: IRC IRENE

Title: Software for business and management

Abstract: A Bulgarian software company, experienced in data management, processing and reporting has developed and implemented solutions for POS for all Balkan countries. Support of fiscal devices is on low level protocols and integration with software solutions is transparent

Detail Description: The company offers an application for retail business, shops, restaurants, warehouses. All applications are integrated with specialised software and required by the local laws fiscal devices. The company developed the products ABIS Business System and ABIS POS Terminals. The ABIS Platform has an open structure in relation to other applications and/or platforms and has interface for import and export of data, as well as system for remote communication and synchronization. ABIS can communicate in a perfect way with fiscal and peripheral devices (all devices of DATECS Ltd.). There is or the company can consult, analyze, design and create custom software suitable to the necessities of the client. Company's products have been realised in Windows (SQL) and DOS versions. The applications can be plugged into on-line trade systems.

The system has an integrated system for localization of the interface. All current versions have been localized in Bulgarian, Romanian, Serbo-Croatian and English. The company provides solutions to small and medium-sized business and also to International companies as EKO ELDA Bulgaria (Hellenic petroleum group). The company is looking for companies interesting in exclusive or non exclusive rights for representation. the company offers support to companies interested in markets we are already operating.

- ABIS Business System:
 - warehouse operations: orders, supply, sales, consignment, expense quota, production, disassembly, packaging, serial numbers and lots, shelf life;
 - financial operations: invoices, stock and financial liability, hard currency, cashier, bank;
 - functionality: work with lots of warehouses, companies and cash registers in one database, access levels, matrix and graphic printing, import and export of data, remote working places, export to accounting systems, VAT registers;
 - reports: overview and edit of documents, reports (models) generator, models entry, export to outer systems.
- ABIS POS for retail:
Easy and secure interface for windows platform providing fast sales options, flexibility for the managers POS is integrated with specialized hardware and fiscal devices.
- ABIS POS for retail – mobile edition:
Easy and secure interface for .NET platform providing fast sales options, flexibility for the managers. POS is integrated with specialized hardware and fiscal devices. Data synchronization modes are online or offline via WiFi and GPRS. Open source SyncAgent for integration to third party solution.
- Guest book – solution for hotels: reservations, accommodations, service, leaving, history.

Integrated with ABIS.

- TAXIT – system for charges by time (telephone exchanges, Internet, etc.). Integrated with Guest book.
- PGM – programming and reading tool for fiscal printers, fiscal cash desks and scales.
- F-LINK – software program (driver) that provides connection with fiscal devices through a text file.

Main Advantages: Same language of developed drivers and applications for easy integration and development

State of Development: Already on the market

Intellectual Rights: Copyright protected

Type of Partner Sought: The company is looking for companies interesting in exclusive or non exclusive rights for representation.

Partnership Sought : Joint Venture Agreement; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Bulgaria

Title: An ultimate groupware system integrating the information flows between company departments, clients, supplier

Abstract: A leading Bulgarian software company has developed an ultimate groupware system integrating the information flows between company departments, clients, suppliers and all other contracting parties with no respect to geographical boundaries.

Detail Description: The groupware system is designed to manage the information flows in company structures. The group functionality of the system can be considered in three different aspects:

- The system integrates information flows between company departments;
- The system enhances interoperability between company offices;
- The system improves collaboration between the company and its partners - clients, dealers, suppliers, etc.

The unlimited access to company information provided by the product functionality expands company's mobility and enables company's interaction from each point connected to Internet. The systems is an entirely web based solution enabling business communication, group work and unrestricted access to company information from anywhere in the world. It offers the ultimate mobility, the contacts are highly facilitated and advantageous, the communication costs - considerably reduced.

The system is developed for Unix server running Apache web server with mod_perl and php, Mail server and Mysql dbs server, using already approved standards for open source technologies. The Apache functionality is extended with special mod_perl modules. The incoming information from the Mail server is processed by perl scripts. There is a special POP 3 server integrated in the system

The whole navigation, texts and controlling elements of the system are text based and are allocated in dedicated language files. These files are classified by categories and functionality and can easily be translated into different languages with Western, Cyrillic, Chinese and Japanese encodings.

Innovative Aspects: Better information services - in today's customer-focused market, fostering working connections within your enterprise can help your employees keep your customers informed and on-board. Teamwork.Cubes™ ensures fast and efficient real-time communications serving maximum number of staff members. This gives you the chance to effectively serve your customers and to increase your competitive advantages.

Main Advantages: Independence of physical distances and boundaries - collaborative tools, workflow integration and remote access capabilities can help you refine your support infrastructure, streamline business flows and minimize duplication of costs.

Easy and convenient way to organize information processes - the functional arrangement of files enables operations with company information to be simultaneously executed by a great number of employees. These collaborative opportunities allow you to improve the workplace communications to help enhance the productivity of key talent and reduce your overall staff turnover.

Higher company productivity - the combination of diverse knowledge and practical expertise results in a complementary manner of decision making. Convenient way of organizing company events (forums, discussions, etc.) provides the opportunity to manage processes and supervise staff commitment.

Complete information sight - consolidating business processes and expanding access across your enterprise can foster establishment of corporate hierarchy and improve internal control procedures: correct and easy way of segregation of duties, complete access and control over company departments and individual tasks.

State of Development: Already on the market

Intellectual Rights: Exclusive rights

Weblink: www.antipodes.bg

Partnership Sought: Technical Co-operation; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Bulgaria
IRC Consultant: Teodora Georgieva

Title: 3D Spacer - Home and office interior design software

Abstract: One of the biggest software development companies in Bulgaria, specialized in building complex end-to-end process-driven solutions has developed and produced 3D Spacer - an interior design software solution which lets your customers design interiors with the furniture you sell/manufacture. Adapted for both on- and offline, the software provides precise 2D arrangement and realistic 3D visualization of interiors.

Detail Description: 3D SPACER is user-friendly software for commercial design, displaying any piece of furniture and any room layout in 2D and 3D modes, thus creating a realistic interior design. It is intended to serve regular furniture buyers, while designing interiors on their favorite manufacturer's website. The unique software is both useful and amusing, attracting more and more customers every day.

Accurate 2D Design

- Detailed item description
- Project budget calculation
- Customizable room shapes and dimensions
- Save/Load function to save the composed design for later use

Photo-realistic 3D Visualization

- 3D preview of every item, as well as the entire interior design
- Resizing and rotating the composed design
- Zooming in and out
- Printable layouts of the interior

Innovative Aspects: The product is unique with its ability to work both online and from a CD

Main Advantages: D SPACER strengthens your market position, through online 3D presentation of customizable home interior designs. The software allows potential buyers to design their own home and office interiors with your furniture solutions. We offer a software solution which grants huge competitive advantage to our clients.

- It eliminates competition, through the opportunity of online 3D home and office interior design
- It increases sales by attracting customers, who design their home and office interiors on your website or in your showrooms before making a purchase.
- It serves not only regular customers, but also your interior consultants.
- It saves you money on the expensive 3D modeling
- It establishes an image of technologically modern and development-oriented company

3D SPACER is an innovative software solution for interior planning and design.

Based on powerful technologies such as Macromedia Flash, XML, 2D and 3D CAD, it operates through a sophisticated engine with extremely user-friendly interface, thus making convenient even for amateurs with no experience in the field of interior design.

State of Development: Already on the market

Intellectual Rights: Exclusive rights

Weblink: www.3dspacer.com

Market Application: Potential market are all producers of furniture, home appliances and sanitary products

Partnership Sought: Commercial Agreement

IRC Name Responsible: IRC Bulgaria
IRC Consultant: Teodora Georgieva

Title: Bulgarian Non-Governmental Organisation on Information and Communication Technology (ICT) business

Abstract: The Bulgarian ICT Cluster carries out an active dialogue with the government and provides support for the effective implementation of the ICT-related tasks, projects and strategies, and acts as a constructive corrective for the formulation of the ICT policies. The ICT Cluster stands for the opinion of a substantial part of the industry and works towards forming a single point of contact in the Bulgarian government for a better dialogue on ICT issues.

Detail Description: The Bulgarian ICT Cluster is an organization of the Bulgarian information and communication technology (ICT) business. The ICT Cluster is a result of a 3-year intensive networking, cooperation and collaboration between both Bulgarian and foreign organizations, as well as individual professionals and experts in the ICT area on, the National ICT Competitiveness Strategy of Bulgaria.

The ICT Cluster was formally established in December 2004 as a platform for open exchange of information and ideas equally accessible to both small and big companies, and young and experienced professionals. The unifying principle is to utilize information and communication technologies as a vehicle to enable economic growth and social well-being.

Innovative Aspects: Bulgarian ICT Cluster organises its activities in the following strategic directions:

- State ICT Policies and Practices
- Market Environment for ICT
- Education and Professional Development
- Branding, Positioning and Promotion

Intellectual Rights: Others (registered design, plant variety right, etc)

Partnership Sought: Technical Co-operation

IRC Name Responsible: IRC Bulgaria

IRC Consultant: Teodora Georgieva

Title: MODA-ML: an interoperability framework for the Textile/Clothing supply chain

Abstract: Moda-ML is an open supply-chain interoperability framework for the Textile/Clothing sector, consisting of about 50 XML-based specifications of documents (26 standardised within CEN/ISSS initiative Tex-Weave), software and guidelines supporting their integration within supply-chain information systems. ENEA is a public Italian entity looking for software suppliers willing to integrate MODA-ML within their products and for textile/clothing companies implementing

Detail Description: The Textile/Clothing sector is characterized, on one hand by fragmentation of the productive chain into a great number of actors who need to work together for realizing their final product. On the other hand, their small size prevents a wide consensus on a common exchange format (i.e. a standard), lacking a leading company capable of imposing such a format.

Moda-ML is a part of an European standardization initiative for electronic information exchange, focused on textile clothing industry and led by the the European industry association. It consists of about 50 public and open specifications of business documents exchanged among players in the textile/clothing supply chain. In addition, its main promoter, ENEA, is providing for documentation and software tools (dictionary, ontology) which help the implementation of MODA-ML within software systems. In concrete terms, Moda-ML is a set of stable public specifications, resulting of man-years of work, available for firms and technology's suppliers (see www.moda-ml.org), and showing the language of data exchange as well as some main collaboration patterns between firms.

Moda-ML is not a software but a body of XML Schemas, rules and business scenarios, easy to implement, to which the various applications must conform to exchange data. Indeed, MODA-ML specifications are only dealing with data representation (based on XML technology to better exploit the flexibility of the new Internet paradigms), they do not impose any specific software solution. Thanks to online public documentation and to the ebXML based approach they can be easily implemented by every technology provider with a small effort, even if it is a very small company as those supporting small manufacturers. The Moda-ML specifications are also formulated as XML Schema, public and available on line: this makes easier the automatic checking of the validity of exchanged documents, whatever the application. From a technical point of view it is to point out that the specifications are based on strong data typing and international coding of all the information (for example also GS1 product coding could be supported, but not mandatory) in order to reduce ambiguity and allow exchanges between different countries and languages.

In order to suggest best practices and fully exploitation of the specifications also some collaboration models are presented and allow to better understand how many processes are supported by the existing specifications:

- yarn supplying;
- fabric supplying (pricelists, purchase order, order confirmation, advancement status, quality report, despatch request and advice, etc etc), with or without the presence of fabric checkers in the information flows;
- fabric supplying with or without the 'groupage' of cut pieces with accessories, performed by the producer or by the fabric checker in order to speed up the delivery directly to the clothing productions laboratories;
- yarn and fabric subcontracting for production and finishing (dyeing, spinning, finishing etc).

The purchase cycle for 'accessories' (buttons, etc) and the knitwear production process are under development.

ENEA is a public research institution in Italy. It was one of the founders of the MODA-ML and nowadays it continues its development, diffusion and implementation support. Currently, MODA-ML is embedded in CEN/ISSS Texweave specifications, the most relevant international standardisation for Textile and Clothing, and has been already implemented in the products of leading Italian suppliers within the Biella and Carpi textile/clothing districts.

Innovative Aspects: Moda-ML faces the gap between the EDI (Electronic Document Interchange)

technologies (that are used only by few big companies, in the T/C sector, because too expensive, too complex and with a too rigid technology structure) and the new Internet paradigm that is mainly based on XML. The main issue is that XML is lacking of consolidated tools specifically dedicated to the T/C sector and has a very low entry level: with the consequence to enable each company or technology supplier to create its own, proprietary, information exchange protocol that is not interoperable with the others.

The XML technologies are well established (with the W3C official standard) and begin to be diffused, but well established sets of documents, dedicated to vertical application, are available only in some industry sectors (like computer industries with Rosetta.net or OTA for the tourism industry).

A specification (ebXML) has been established to build collaborative frameworks based on XML and Moda-ML assumes it as a reference to build a vertical implementation.

Main Advantages: Today textile enterprises are asked to open new communication channels, one for each of their clients, so a common interchange standard allows to solve the problem of exchanging data effectively, saving time and resources for creating newer and more complex services. These services are becoming more and more demanded, because they permit to optimize planning and to save days of work, reducing total time to market from the fabric supplier to the customer with a clear improvement of competitiveness.

The adoption of Moda-ML to exchange data allows to :

- have a common way to exchange data at the local level as well as the international level reducing communication costs (the estimate of cost reduction per year for a medium-sized Italian fabric supplier is up to 40.000 Euro);
- develop (or get from the technology's suppliers) the most appropriate solutions having a public (and so non-costly) and stable specification, acceptable by all customers and suppliers;
- exploit the XLM technology for validity tests and for the manipulation of informative contents;
- envisage its own services and clients-suppliers integration models, combining already prepared formats with very complete but non-rigid business patterns;
- carry out a unique interface between its own systems and partners' systems, reducing the development and handling costs and allowing to propose once again the services to the partners who have not made the request.

Some examples of advantages and services which follow from the adoption of standard electronic exchange's formats:

- reducing by 80%-90% of the costs of traditional document exchange;
- cut down the number of errors due to manually re-typing data inside their information system;
- availability of information for the tracing of orders and for the confirmation / modification of delivery dates and places;
- dispatching's acknowledgement of receipt and breakdown of transport document;
- exchange of work reports and certifications of defects;
- exchange of technical specification sheets and lists of adjourned prices, confirmation of accepted orders.

State of Development: Open, free, international standard

Intellectual Rights: Copyright protected

Weblink: <http://www.moda-ml.org/>

Type of Partner Sought: 1) Software suppliers;
2) manufacturers and distributors in the Textile/Clothing supply chain

Specific Area: 1) Software suppliers for supply chain integration in the textile/clothing sector;
2) Fabric and cloth producers, distributors and sellers.

Task to be Performed:

1) Software suppliers: Implementation of the the data-exchange standard MODA-ML within own products, ENEA will provide teaching and consultancy services; collaboration within FP7, ICT PSP and other European programs.

2) Textile/Clothing manufacturers and distributors: Collaboration within FP7, ICT PSP and other European

Partnership Sought: Technical Co-operation; Other

IRC Name Responsible: IRC IRENE
IRC Consultant: Milena Stefanova

Title: System for visual modeling and automation of business procedures in a company

Abstract: A leading Bulgarian software company has developed a system for visual modeling and automation of business procedures in the company. The workflow engine for managing the business processes greatly reduces labor-intensive tasks that require resource supervision and resource intervention.

Detail Description: The design of processes and procedures with different complexity is done in the WfArchitect using a Graphical User Interface (GUI). With WfArchitect you don't need to be a computer specialist to create advanced business models. In this way we give the power to the Business managers who best understand the process the tool to define and manage their processes. Visual control helps managers also better understand the business logic of the company processes. Through the use of "roles" changes to the business are easier to manage, by separating the business logic from company structure. The system is designed to be universally applicable by designing all major parts of it as Interfaces that can easily be transformed to adapt to the specific needs of your environment. It is entirely developed in Java and may run on every Java enabled computer (Java 1.4 Standard Edition or higher).

Main Advantages: Improved services - by constantly changing the model of the business processes and adopting the best practice you ensure improved services throughout all your organization.

- Improved conditions for employees - with the adoption of a centralized workflow system everyone can stay focused on his main tasks in the organization and be in this way more productive.
- Improved change management - with the help of the WfArchitect you don't need a specialist to change the processes. Your and you don't need to spend a fortune every time you need modifications on it.
- Quality - quality is achieved through constant change and improvement of the processes models and through the adoption of best practices.
- Improved communication - communication as well as activities are designed in the model of the business processes and automated by the workflow engine. In this way information always goes to the "right" place and the speed between assignments is greatly improved.
- Decision support - managers can monitor at any moment the activity of all the processes, find bottlenecks and optimize the operations. Decision making is much easier when you know what exactly is happening.

State of Development: Already on the market

Intellectual Rights: Exclusive rights

Weblink: www.antipodes.bg

Task to be Performed: happening.

Partnership Sought: Technical Co-operation; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Bulgaria

IRC Consultant: Teodora Georgieva

Title: ERP type software product for management of commercial activities

Abstract: A Bulgarian software company specialized in design, production, implementation and maintenance of software, information technologies, web-based applications and websites has developed an ERP type software product for management of commercial activities.

Detail Description: EPR System represents a set of modules, collecting and managing the information for company resources in a single database. The centralized database is powerful resource for resource generation and analysis. The EPR has the advantage to be flexible that allows system integration of different spheres and adaptation to particular company needs. The modular principle of the used by company EPR, guarantees the independent work of the separate modules. This makes it possible to install only the most necessary, for the customer, system parts and save. The company may integrate other EPR modules at growth or immersing of new functions. The principle is to order and pay only the currently needed.

The main parts of EPR system are: management of customer orders, management and monitoring of production, management of store and store availabilities, finances and accounting, sales and complaints management, document flow, leasing and leasing schedules. The contemporary understanding of EPR covers also the management of human resources and customer relations, and implementation of optimal company organization (at generation and management of the so called organizational capital of the company).

The system has a number of modules, collecting and managing information, regarding trade activities of the company in a single database. System's modular mode of performance guarantees independent and reliable work of the separate modules. This makes it possible to install only the most necessary for the customer system parts and save. At company growth or increasing the need of new functions, the system may be upgraded with additional modules.

POSSIBILITIES

Supplies, stock availability, sales, inventories, cash –register, customer relations.

Consignation. Information and control of commodities and sites, participating into the consignation schedule. Unlimited number of articles, sites, customers.

Delayed payment. Reliable system for monitoring of particular articles and payments.

Batch Various Pricelists Discounts of dealers and customers. Functioning with various currencies – at the input, in the store, at the output.

Invoicing on the basis of issued proforma invoice, possibility of issuing of any other documents.

Control over the access to the information system, full and detailed protocol, reporting the actions of each operator.

Any kind of references, checks and analysis. Generator of the most often used references.

Automatic generation of references at user defined time (for example at night).

Automatic archiving of the information at certain time (for example at the end of the business time).

Main Advantages: Individual.

This is not a mass product, but application that might be adapted to the unique needs and preferences of each particular customer.

Flexible.

Clear and reliable differentiation between the commercial operation data and the accounting data.

Comprehensive.

Unlimited number of suppliers, stores, commodities, articles, customers. Unlimited number of work places.

Prospective.

Allows, at need and will on behalf of the customer, upgrading and including of new functions.

State of Development: Already on the market

Intellectual Rights: Copyright protected

Partnership Sought: Technical Co-operation; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Bulgaria

IRC Consultant: Teodora Georgieva

Title: Custom controlled store

Abstract: Bulgarian software company specialized in design, production, implementation and maintenance of software, information technologies, web-based applications and websites has developed software for management of custom controlled store, designed on the basis of SQL client/server applications.

Detail Description: One license of the software may be used on unlimited number work places in the local network. It is compatible with all types of applications for preparation of custom declarations, that may create and write SAD and SMD files, pursuant ORDER of Main Custom Management Office 271/1999 for declaration in electronic way and in compliance with the common format for filing the data from EAD and custom manifest. Uses the principle of single entering of data, that saves time and effort.

The application monitors stock availabilities, the freed for them guarantee sums, the entered documents, the remaining, as per each document, the finished custom declarations and the declarations for article exporting. Offers wide variety of Reports, but also a possibility for the customer to define which reports to be made - the abilities of the application are really wide in this respect.

The system is extremely reliable – it is not dependable on the volume of the stored information and the number of the working places. It is fault proof. Allows definition of various database access levels. Offers history of different operator's actions, allowing optimal control of their work. Creates and stores protocols for each operator. Offers possibility for automatic input of repeating data for the different documents – custom declarations, SAD files, etc., related to custom storage regime. Makes, stores and displays the article lists – of the customers, receivers/importers, senders/exporters, representatives, custom agents, articles, groups of articles, currencies and currency courses. The customers may on their own to define the display properties of the articles – the options include displaying of custom declaration for subjecting commodities to custom storage only with the date, custom office and regime, or it may also include information for the tariff code, type of currency, country of origin, receiver, declarator, etc. And all these options are user defined.

The application allows searching in article lists using various criteria. The lists may be filtered – to display only the articles of certain importer, custom declarations of particular receiver, etc.

Multifunctional and adaptive, adjustable to customer needs, reliable and contemporary, SafeMag represents a powerful tool for managing custom controlled stores.

State of Development: Already on the market

Intellectual Rights: Copyright protected

Market Application: custom controlled stores.

Partnership Sought: License Agreement; Manufacturing Agreement (Subcontracting & Co-contracting); Commercial Agreement

IRC Name Responsible: IRC Bulgaria

IRC Consultant: Teodora Georgieva

Title: Software for financial analysis of annual financial reports and results from the current accounting entries

Abstract: Bulgarian software company specialized in design, production, implementation and maintenance of software, information technologies, web-based applications and websites has developed software for management of custom controlled store, designed on the basis of SQL client/server applications.

Detail Description: The company management staff needs constantly reliable and up-to-date information, regarding the economic status. The main purpose of financial analyses is to give true and complete picture of company's activities in a certain period of time, as well as report, what would be the impact of certain, implemented by management, decisions onto company's value and income (the profit), to point to new methods of organization or new technology usage, purchase of new assets, employment or dismissing of human resources, opening or closing of departments, production plants, starting or stopping of various products and services, immerging of competitive companies or products, change in the tastes of customers, etc.

The system for financial analysis is able to track the economic factors in your company, you have chosen as index of economic efficiency, e.g.: profit per customer, profit per employee, profit per trademark, profit per production item (service), etc. In this way you will know, at each moment what is the turn-over of your economic vehicle, are you going ahead, or there exist problems, do you have power and what is the impact of internal and external changes over the work of the company.

The information system prepares current and periodic accounting reports, statistical references and financial analyses on the basis of reports and references. It offers wide variety of references and analyses with user defined criteria and indices for information representation.

ANALYSIS CONTENTS:

- Analysis of assets structure and movement
- Analysis of passives structure and movement
- Analysis of income structure and movement
- Analysis of expenditures structure and movement
- Analysis of financial result structure and movement
- Analysis of cash flows structure and movement
- Analysis of profitability
- Analysis of efficiency
- Analysis of the working capital and liquidity
- Analysis of debts
- Analysis of creditability and threat of bankruptcy, etc.

The analysis results may serve as a basis for management decisions on the part of directors, executive directors and managers, as well as on the part of experts.

These may also be used by:

- Auditors at carrying of independent financial audit;
- Authorities, performing financial audit;
- Banks and other financial institutions at estimation of enterprise

Innovative Aspects: financial status and creditability; Entities and persons at buying particular shares, including those, offered at the financial market.

State of Development: Already on the market

Intellectual Rights: Copyright protected

Partnership Sought: License Agreement; Manufacturing Agreement (Subcontracting & Co-contracting); Commercial Agreement

IRC Name Responsible: IRC Bulgaria

IRC Consultant: Teodora Georgieva

Title: Technology to deliver data communication services for telemetry, automatic vehicle location and M2M

Abstract: A Spanish company specialised in the satellite telecommunication market offers a technology to deliver data communication services, via satellite, for telemetry, automatic vehicle location and M2M applications. They are looking for system integrators, value added resellers, utilities, industry, for commercial agreement with technical assistance.

Detail Description: A Spanish virtual operator of data communications via satellite with long experience in the telecommunications market has developed specific solutions for partners in different fields: telemetry, M2M, automatic vehicle location. Based upon a 32 LEO (Low Earth Orbit) satellite constellation, and providing the terrestrial hardware devices on an OEM (Original Equipment Manufacturer) basis, they have developed specific innovative applications at a low cost for those remote locations where standard communications services are either unavailable or expensive for the given purpose:

- M2M (Machine to Machine) for vending machines and ATM (Automatic Transaction Machines)
- AVL (Automatic Vehicle Location): for tracking and managing large fleets of vehicles (rent-a-car, lorries, etc.), even tracing handicapped persons, and centrally controlled from a remote alarm unit.
- Telemetry: the system can monitor a wide range of assets, providing point-to-point information, such as gas-fuel pipelines, hydrographical measurement, and utilities.

The offered solutions have a total coverage and maximum reliability.

Innovative Aspects: The technology allows fully centralised management for control and alarm warning. Installation is quite easy and fully interoperable with existing systems like Windows, LINUX, etc.

Main Advantages: This is a low-cost, robust and compact technology, with availability of the information everywhere, having redundancy (back-up) in the network that ensures 100% that all data information is delivered to its destination.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Weblink: www.tecnosegur.com

Type of Partner Sought: System integrators, VARs, utilities, industry and services companies (transportation, car fleets, etc.).

Specific Area of activity of the partner: Services, distribution, etc.

Task to be Performed: They have know-how that can be transferred to very different client's requirements.

Partnership Sought: Commercial Agreement

IRC Name Responsible: IRC Madrid

IRC Consultant: Jesús Yagüe

Title: M2M (Machine-to-Machine) solution for remote management of measurement and monitoring subsystems through Mobile Phone and Internet

Abstract: A Spanish SME has developed an M2M (Machine-to-Machine) Data Transmission System specially designed to manage the information coming from any kind of remote sensors (gas, noise, temperature, humidity, etc.) in the most convenient way by cellular phone and Internet. They are looking for engineering firms that would implement this technology in different projects and also for sensor manufacturers that could incorporate this technology in their solutions.

Detail Description: M2M (Machine-to-Machine) patented solution, based on a remote hardware device and a software module in the Central Control System. It is a Data Transmission System (DTS) via mobile phone and Internet to remotely manage tele-measurement and control services data. The remote device collects and stores local information coming from sensors that measure environment conditions (gas, temperature, noise, humidity, etc.) and send data by cellular phone and Internet to a Central Control System (CCS) that manages and analyses them and their evolution.

Main applications:

- Work risk prevention controlling environmental parameters through objective, concrete and automatic data evaluation.
- Environment: controlling environmental parameters. The application monitors the sensors safely and remotely, wherever they are.

Due to its particular characteristics, the system lets to control environments that are located far away from any fixed communication lines whilst communication is safe thanks to encryption. Thus, this solution is targeted to monitor environmental conditions in the workplace (labour and environmental conditions) in places like big malls, hotels, hospitals, big public buildings and in general any place where parameters have to be measured in a continuous and automatic way, being able to send and store data in one single point.

Innovative Aspects:

- Mobility: the introduction of mobile telecommunications and its access in all geographical areas permits to undertake applications that until recently would have meant considerable investment in
- infrastructure. It is possible to access to all those areas with coverage and vary the position of the system very fast.
- Flexibility: being able to offer new services or improve those already installed quickly. The company has designed a set of highly competitive tools that allow adapting a business quickly without having to redesign the system.
- Security: the use of cheaper and readily available means of communication allows competitiveness when offering services, without compromising security thanks to encryption.
- Simplicity: the technology makes the data generated remotely via mobile and/or Internet connection available in the simplest manner. It concentrates the administration of multiple sensors and/or disperses actuators in a single point.

Main Advantages:

- Security thanks to data encryption.
- It is a co-active measure applicable to a progressing sector (work risk prevention).
- Flexibility, the system can be easily adapted to each client.
- New parameters can be added automatically in any moment.
- It can be implemented in other systems in less time and with lower costs than other existing technologies.

State of Development: Already on the market

Intellectual Rights: Patent(s) granted

Weblink: www.sotech.es

Market Application: Main applications are labour risk prevention in large buildings such as: shopping

malls, hospitals, large public buildings, etc.

Type of Partner Sought: companies

Specific Area: Software/telecom/electronics project engineering firms working in the tele-measurement/tele-control area.

Task to be Performed:

*Commercial agreement with technical assistance: as far as the company is looking for engineering firms to implement projects in local clients, this company will provide technical assistance to them in order to correctly implement this kind of projects and customisation according to customer's needs. *They are also open to implement projects in a joint-venture way if someone is interested in this type of collaboration for their clients.

Partnership Sought: Joint Venture Agreement; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Madrid

IRC Consultant: JESUS YAGÜE

Title: Telesurveillance multimedia platform

Abstract: A Spanish R&D company has developed a software technology that is modular, open and able to be integrated into other systems, brands and technologies of the security technologies field, forming a complete platform that can answer a broad range of projects related to: CCTV (Close-circuit Television) monitoring, remote monitoring and alarms reception. The company wants to sign commercial agreements.

Detail Description: This system permits alerts and events management, allocates an operational procedure for each alert or event, and supervises the actions taken through a "log" and an "historic" file of the information received. From wherever the user is, with a mobile phone or Internet connection, it is possible to view cameras in real time, receive alerts, receive video multimedia, receive SMS, and receive emails. This multimedia platform allows the use of any integrated IP devices without needing to update the system with the software of each provider. This avoids the need to have too many consoles with different programmes of different suppliers.

Main characteristics of the technology:

- Integration of all the devices in one sole graphic interface.
- Management of users, cameras and mobile devices, and their relationships.
- Remote cameras activation.
- Programmed activation of the camera's sensors.
- Continuous registration programming capability.
- Camera registration if the camera user requests it.
- Telerounds programming.
- Real-time cameras visualisation, individually or in grey format, from the Internet or from a PDA.
- Camera visualisation from a mobile phone.
- Photogram capture.
- Management and monitoring of the state of Close-circuit Television devices.
- Multimedia alerts reception in mobile devices.
- Visual verification of alarms in video format.
- Allocation of operational procedures for each alert and event.
- Supervision of the actions taken through a "log" and an "historic" file of the information received.
- Historical data of alerts and events with possibility of video extraction.
- Historical data of registration with possibility of video extraction.
- Historical data of telerounds with possibility of video extraction.

Innovative Aspects: Present-day CCTV (Close-circuit Television) systems do not offer all the services that clients need, because:

- Alarm reception centrals do not have a platform that allows acceding to massive markets, offering quality telesurveillance services based on low-cost products, like IP cameras or IP servers.
- The majority of the CCTV (Close-circuit Television) existing installations are analogical, which means a high maintenance cost, difficult scalability and very little possibility of information management.
- CCTV analogical equipment manufacturers offer closed software equipments focused mainly to cameras visualisation and continuous registration.
- An important number of installations use CCTV equipments of different manufacturers, increasing the criticality of the previous characteristics.
- In the majority of companies, alarm management systems (CCTV, fire alarms, intrusions and access) are not interconnected, which means a high management and maintenance cost.

Main Advantages:

The system developed by this Spanish company:

- Reduces false alarms in the reception central, through video visualisation together with intrusion alarm based on low-cost hardware products like IP cameras.

- It is based on Web technology, avoiding the need to install a client of the monitoring software in the place where users want to visualise or manage the CCTV.

- It uses IP technology permitting to implement proprietary videosurveillance systems using IT standard hardware. This reduces installation and maintenance costs enormously, improving the workload and protecting the business environment. It also allows reusing devices, infrastructure and existing communications.

- It gives added value to the management:

- * It allows centralising the CCTV existing systems information. This is the ideal option for companies with multiple locations.

- * It allows mobility regarding CCTV information access through the Web, a PDA, or a mobile.

The whole CCTV system can be controlled with a unique access, something especially appropriated in the case of companies where different installations have different brands and CCTV equipment models.

It makes possible the integration of multiple alarm channels, which is a good solution for the majority of companies where each alarm system is managed through different brands and information is received from different channels.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Weblink: www.aplicattec.com

Market Application: Security companies can use this technology.

Type of Partner Sought: security companies.

Specific Area: Security field.

Task to be Performed: Use the technology.

Partnership Sought: Commercial Agreement

IRC Name Responsible: IRC Madrid
IRC Consultant: JESUS YAGÜE

Title: Pago Móvil® - PDA Gateway application for secure on-line payments

Abstract: A Spanish company is doing a PDA Gateway application for secure on-line payments

Detail Description: A Spanish company has developed a PDA Gateway application for secure on-line payments with the following features:

- Software developed for financial entities which operate on the Servired Net; allows the realization of secure e-payments using PDA with Windows Mobile from any place in the world.
- Specialized designed interface for the PDA´s use.
- Users´ experience similar to the conventional payments used in the commercial establishments.
- The security of the payment is guaranteed by the SSL technology, by Hash and 3DES algorithms and key-management mechanisms approved by Sermepa.

Innovative Aspects: The security of the payment is guaranteed by the SSL technology, by Hash and 3DES algorithms and key-management mechanisms approved by Sermepa.

Main Advantages:

- Safe.
- Good price.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Type of Partner Sought: companies

Specific Area: Software development and system integration companies with expertise in sectors as:

- SAP
- Retail and banking
- Transport and Logistics
- Insurance and re-insurance
- Health-care system services
- Agriculture manufacturing companies etc.

Task to be Performed: buy the product.

Partnership Sought: Commercial Agreement

IRC Name Responsible: IRC Madrid
IRC Consultant: JESUS YAGÜE

Title: Voice Clerk Billing system

Abstract: Voice Clerk VoIP billing system is ideally suited for enterprise companies, banking institutions, telecoms service providers, Internet telephony service providers and ISPs. Our high-end solutions are designed with business model flexibility and are tested at various levels to ensure reliability and accuracy for the most important element of your business - your billing.

Detail Description: With many satisfied customers in Bulgaria, we offer you a complete suite of billing solutions catering the whole range of your requirements. In most businesses, large and small, telecom voice and data services are not controlled and tracked - and it's eating into the bottom line. Telecom expense management is high on the corporate agenda today and a good call accounting and telecom billing software system is vital to successfully controlling these expenses. StorageTarget PBX call accounting and telecom billing software VoiceClerk is compatible with Cisco gateways. It works using the RADIUS protocol for accounting and authorization purposes (if call limitation is configured). In fact VoiceClerk is a custom module for one of the most frequently used RADIUS servers, developed by our programmers, which implements the call cost calculation logic and others supporting functions. Call accounting software and telecom billing solutions can help you track, control and manage your telecom expenses. VoiceClerk is implemented in a robust and flexible way which permits great adaptivity. It can be configured to store records not only for the outgoing but also for the incoming calls, or the ones with zero duration. The tariff settings permit any telecommunications provider's charging schemes to be described in the system's model no matter how complicated the billing logic is. The clean but functional web interface to the system provides not only means to configure the system but also to generate and export (for work with a spreadsheet software) various reports like for example report for a given time period by group (department), or by user (extension) etc. Isn't it time you looked into the possibility that your telecom expenses could be chipping away at your bottom line?

State of Development: Already on the market

Intellectual Rights: Copyright protected

Weblink: www.voiceclerk.com

Partnership Sought: Technical Co-operation; Joint Venture Agreement; License Agreement; Manufacturing Agreement (Subcontracting & Co-contracting); Financial Resources; Commercial Agreement

IRC Name Responsible: IRC Bulgaria

Title: Informatic system for greenhouses and hydroponic cultivations management

Abstract: A Spanish company has developed an informatic system for greenhouses and hydroponic cultivations integral management. With this system it is possible to control all the climatic variations and it also includes alarm management and perimetral surveillance, study of the introduction of devices based on alternative energies (solar energy), implantation of modelling processes under predictive control principles (algorithms), and heuristic optimisation.

Detail Description: A Spanish company has developed an informatic system for greenhouses and hydroponic cultivations integral management. With this system it is possible to control all the climatic variations and it also includes alarm management and perimetral surveillance, study of the introduction of devices based on alternative energies (solar energy), implantation of modelling processes under predictive control principles (algorithms), and heuristic optimisation. The system can be introduced in any kind of greenhouse to realise an integral control of it and to obtain the plant's growing optimal conditions. The system has a meteorologic station, a personal computer, a bus that will be in the field, a robot and temperature and humidity sensors.

State of Development: Already on the market
there are parts of the system not on the market but on development phase

Intellectual Rights: Patent(s) granted

IPR Comments: Spanish patent granted

Type of Partner Sought: companies

Specific Area: greenhouses

Task to be Performed: use the system in their greenhouses and cultivations

Partnership Sought: Joint Venture Agreement; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Madrid
IRC Consultant: Jesus Yagüe

Title: An innovative information technology for advertisement by packing, pose and transporting of foods and drinks and for new multiform modes of food

Abstract: Bulgarian inventor has created an innovative information technology named "Three-Dimensional Indication with Sign Figures". The innovation could be applied as a novel advertising or news transmission by packing and transporting of foods and drinks and special promotions. The inventor is looking for financial resources, venture capital opportunities and partners interested in advertisement, industrial manufacture and further product development.

Detail Description: This novel information technology is based on sign figure indications. The sign figure is a key performer indicator or measurable information unit. For the advertisement it could be used as a sign or symbolic and textual component within objective natural and spiritual aspect of depictions and messages. With its new informative attractive and useful function of representation of signs, symbols and data, the invention can be applied as a new information technology upon packed and transported food and drinks. It can facilitate informatively the safety of the movement of people and transport vehicles. Special promotions of goods could be organised by multiform standards at different connections and for important cases. And it could enrich the culture of the inhabited space with outdoor and indoor advertising, and other kinds of transmissions, especially external and internal informative sphere of packs, baskets, shelves, panels and etc.

An advanced research project could be initiated on preparing prototypes for multiform modes of foods and prototypes for postures, stands, mechanism for 3D indication, and designs of different kind of food and drinks packs according to the market niche of the producer or the requirements of the partner.

Innovative Aspects: The innovation could be applied as a novel advertising or news transmission by packing and transporting of foods and drinks and special promotions. Further more prototypes for multiform modes of foods and prototypes for postures, stands, mechanism for 3D indication, designs of different kinds of food and drinks packs could be developed on the basis of the innovation.

Intellectual Rights: Patent(s) applied for

Market Application:

- New information technology with big potential application in advertisement, packaging and transportation of food and drinks.
- Commercial communications in the food and beverage industries.

Partnership Sought: Joint Venture Agreement; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Bulgaria
IRC Consultant: Teodora Georgieva

Title: Unique Phone Billing Manager (PBM) System

Abstract: A Polish SME active in the ICT field offers its own Phone Billing Manager (PBM) System based on an innovative method of programming. The system offered allows limiting costs of communication (phone lines, GSM, GPRS, IP, UMTS, and also other services), which will generate general savings for a company or institution. The Polish company is interested in the following forms of co-operation: license agreement, commercial agreement with technical assistance.

Detail Description: Statistics gathered from the Phone Billing Manager (PBM) system, which was implemented at the company's clients' premises, shows that only 37% phone calls are made for company business. 30% all calls are made only and exclusively for private affairs. 8% employees during private calls block phone lines while they could be used for calling clients.

The Phone Billing System is ideally suited for small and medium enterprises, as well as for companies with several sites. It can be administrated from one location or autonomously at each individual site, but in each case data for the whole company is maintained in a single database. The PBM is designed to facilitate the telecom expense management in any enterprise, regardless of the number of sites, volume of activity, number of stations or of corporate users.

With the Phone Billing System it is also possible to limit users to their respective areas (divisions, departments, cost centres, etc.) by providing managers with access to run their own reports that assist with telecom cost management. After implementation of the Phone Billing Manager (PBM) a company may notice changes in employee approach to the way of using phone lines, GSM, GPRS, IP, UMTS, and also other services. The Polish company's system will distinguish private calls from business ones, classify them, and display numbers, duration and costs. PBM allows generating billing reports, invoices, as well as customised reports.

Innovative Aspects: Advantages of implementing the Phone Billing Manager:

- Optimum cost control - Allows to pay only for business communication of employees
- Time savings - Managers don't have to be worried about searching for calls their employees should pay for: the PBM system will do it for them.
- Advantage for employees - Employees will be able knowingly to use cheaper telephone rates, and will pay for their calls in a honest and clear way.
- Total return on investment - after 3-4 months from system implementation (by employees paying for their own calls).

The system was created by means of a unique programming skills and innovative self-compiled software in the Polish company.

State of Development: Already on the market

Intellectual Rights: Secret know-how

IPR Comments: The Phone Billing Manager System is the company's authorised product.

Weblink: <http://www.source.com.pl/cms/index.php?lang=en>

Market Application: The PBM-Phone Billing Manager as a fully Web-enabled call accounting and billing application, simple to install and use. A PBM-like prototype was created as a response to a demand from corporate clients that could not find on the market a ready-to-use IT solution at generating billing reports, invoices, as well as customised reports.

A part of this software (mainly invoicing) can be compared to other entrepreneurs' products already available on the market, but not with so many additional functionalities at such a reasonable price. the Phone Billing Manager can be simply adjusted or remodelled to the additional company needs as well as translated to languages others than English and Polish.

Type of Partner Sought: Private and public companies, universities, other institutions (i.e scientific). The Polish IT company is interested in a partnership with an entrepreneur experienced in selling out the ready-to-use-software worldwide to increase the PBM sales.

Specific Area: Manufacturing or service providers.

Task to be Performed: The Polish company will install the system in a company, will deliver technical consultancy and will conduct quality check control if necessary.

Partnership Sought: License Agreement

IRC Name Responsible: IRC North-East Poland
IRC Consultant: Milena Pleskot

Title: GIS system (Geographical Information System)

Abstract: A Polish SME active in the ICT field offers its own GIS system (Geographical Information System) based on an innovative method of programming. GIS is a graphic engine for dynamic map generating. The Polish company is interested in the following forms of co-operation: license agreement and commercial agreement with technical assistance.

Detail Description: GIS (Geographical Information System) is a graphic engine for dynamic generating map in SVG and GIS specific format. Result maps are built from pattern maps loaded into the engine. Pattern maps can be in SVG, XML and DynMap files, or they can be also loaded from the database. Every map has hierarchical organisation: small regions join together into macro regions, macro regions joins into countries, etc. Example of such hierarchy is world political division and administrative division of particular countries. GIS aggregates each combination of defined regions from one input map into group of regions, and uses them to build a new rescaled map. A set of available combinations can be restricted into real region hierarchies by defining proper XML files with parent-child relation. Hierarchies can be also extracted from databases. Each region/element-generated map is a hyperlink. It enables implementation of drill-down and drill-up mechanism. Regions on map are connected with values – aggregated measure for a particular node. The GIS engine is dedicated for Internet application. Server-side map generation enables visible resource reductions with comparison to a static solution.trends. They also are able to build their own custom reports from scratch or by modifying existing reports. Reporting periods are completely user-definable for any specific length of time. Reports can be organised to reflect any number of levels of organisation hierarchy including divisions, departments, cost centres, and business units. The Phone Billing System supports any combination of PBX (Private Branch Exchange) types and models including VoIP systems. The PBM can pool and process data from any number of sites regardless of the equipment at the sites

Innovative Aspects: Advantages of GIS System implementation:

- Very flexible graphic engine for data warehouse reporting - the system is able to report business data in graphical form
- Data referring e.g. shipments, their geographical destination and effected payments are visualised in the form of graphs on geographical maps
- It's the best way to present graphically and analyse the data from companies' database systems on the map
- Allows for locating companies employees via GPS
- GIS allows user plug-in any number of reporting dimensions
- The geographical dimension uses dynamic and interactive maps in SVG format, which allows user to drill up and down through the geographic hierarchy

The system was created using unique programming skills and innovative self-compiled software in the Polish company.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Weblink:<http://www.source.com.pl/cms/index.php?lang=en>

Market Application: GIS - Geographical Information System was created as a response to corporate client demand that could not find on the market a ready-to-use IT solution at a reasonable price. The software can be compared to other entrepreneurs' products already available on the market, but not with so many additional advantages and functionalities at a reasonable price.

Type of Partner Sought: The Polish IT company is interested in partnership with the experienced entrepreneur in order to sell out the ready-to-use software application worldwide. It should be private or public companies, universities, other institutions (i.e scientific).

Specific Area: Manufacturing or service providers.

Task to be Performed: The Polish company will install the system in a company, will deliver technical consultancy and will conduct quality control check if necessary.

Partnership Sought: License Agreement

IRC Name Responsible: IRC North-East Poland
IRC Consultant: Milena Pleskot

Title: Portal for common vehicles monitoring in Europe

Abstract: A Polish SME in the IT field is interested in selling technology or product based on the technology to other companies or institutions. The product, thanks to its unique features, allows monitoring companies vehicles' and private cars' movement regardless of their location in Europe. The company is interested in hardware manufacturing, license agreement, and commercial agreement with technical assistance.

Detail Description: A Polish SME in the IT field offers a Web-technology-based product, which allows monitoring companies' car movement regardless of its location in Europe. The monitoring system is based on technologically advanced products, which are produced by the Polish company.

The company's product, necessary for portal usage, is a multifunction device. Except for its monitoring role, it is equipped in many functions allowing identifying vehicle location, vehicle speed, level of fuel, actions of sabotage or breaking in, and many other parameters useful for private and business vehicles. The device is installed in a car in an authorised workshop, which hampers simple dismantling. The device is installed in the place advised by an experienced fitter. It is geared with GPS/GPRS. When properly set up the device will connect immediately after installation. It is registered automatically. The software application complementary to the technology was also created by the company. It allows accessing all information concerning private and business vehicles thanks to the Internet Web engine. This application allows inserting information about vehicles, and is able to manage many users. It is a convenient solution for company management solutions, where each manager may choose which vehicle(s) to monitor. Access to data gathered by car box is available 24 h a day. The history of each car box is stored by itself for 3 months.

Portal users may track vehicle movement on-line on the Internet on vector maps, or search the history of a particular car utilisation. They can compile reports and/or individual summaries for selected vehicles or render a consolidated report.

Innovative Aspects:

1. Major fields of device utilisation:
 - Current car location monitoring.
 - Tracking history record of car movement.
 - Source of GPS co-ordinates with Bluetooth to use auto maps in vehicles.
 - Monitoring level of fuel, engine temperature and speed in business or private cars.
2. The device can be easily used as a mobile phone when Bluetooth is connected to the car box.
3. When the device is connected to a camera it can provide pictures of places where the car is currently present.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Weblink: http://www.ibms.pl/src/cms/?c_page_id=307

Type of Partner Sought: Private and state companies, universities or other scientific centres.

Specific Area: Companies for service sector (like transportation and logistics), car producers.

Task to be Performed: Assembly, technical consultancy, technical training, quality control or maintenance.

Partnership Sought: License Agreement

IRC Name Responsible: IRC North-East Poland

IRC Consultant: Milena Pleskot

Title: Expertise and development of Databases, digital libraries, e-learning modules and training tools on wireless communications

Abstract: Development of dynamic digital libraries, databases and open source software tools for training, analyzing and demonstration for wireless communication networks:

1. Libraries with dynamic and volatile digital content.
2. Software tools for generating and utilization of digital libraries, using proper source databases.
3. Training tools for utilization the digital libraries in education procedure using digital libraries.
4. Analyzing, simulation and demonstration utilities for wireless networks based on digital libraries.
5. Adaptive and intuitive learning systems with knowledge from digital libraries controlled by input data and selected software tools.
6. Distance e-learning systems and WEB resources linked to developed digital libraries

Detail Description: Development of dynamic digital libraries, databases and open source software tools for training, analyzing and demonstration for wireless communication networks. Arrangement of libraries with dynamic and volatile digital content, extracted from existing international and developed in project databases. Development of Software tools for generating and utilization of digital libraries, using proper source databases, and training tools for utilization the digital libraries in education. Development of analyzing, simulation and demonstration utilities for wireless networks, based on digital libraries:

- Satellite communication networks;
- Digital broadcasting;
- Mobile communications;
- Fixed Wireless networks;
- WIMAX networks;
- Hybrid radio communication networks.

Synthesis of adaptive and intuitive learning systems with knowledge from digital libraries, controlled by input data and selected software tools. Arrangement of distance e-learning systems and WEB resources linked to developed digital libraries. The graphic presentation of the results, network simulation and demonstration will animate the education procedures. Digital library tools and content for wireless communication networks with possibility to manage the intelligent content will increase the efficiency of training. Development of Manuals and instructions for utilization, providing upgrade for existing and developing new software tools.

Innovative Aspects: The developed training tools and digital libraries will increase the education base of the universities for converged and interoperable networked. Training tools for demonstration, analyzing and optimization models of digital broadcasting and hybrid radio communication networks will help in learning and on developing of future mobile information distributed system and on broadband internet access. Digital library with facilities for dynamic updating of information from common databases determined of input data and available tools will be generated in real time. The enhanced searching algorithm of the training tools will decrease the access time and will accelerate the learning procedure. Distance e-learning systems using dynamic digital library will serve large audience and will improve the utilization of existing platforms.

Main Advantages: The proposed training tools and digital libraries will improve the education methods in the member states. The implementation of the future radio communication networks needs simulation and demonstration facilities in order to decrease the investments of their realization.

State of Development: Already on the market

IPR Comments: Regisred design

Partnership Sought: Technical Co-operation; Joint Venture Agreement

IRC Name Responsible: IRC Bulgaria
IRC Consultant: Teodora Georgieva

Title: People and vehicle advanced location system

Abstract: A Spanish SME with sound experience in location services solutions, security and telecommunications is offering a technology based on Web services for remote users to track and manage the location of vehicles and people, and using devices based on GPS, and Satellite/GSM/GPRS communications. They are looking for commercial agreements with technical assistance.

Detail Description: The technology is an interactive location and management system providing the users an easy graphical interface to get information about the status and position of devices, historical data, statistics, real-time events, warnings about positioning based on 2D and 3D vectorial cartography. The users may remotely access through ADSL, GSM, ASP (Application Service Providers). The system allows to be fully customised, and the services are also provided through an application running on mobile phones with Symbian operating system, thus allowing the user to get the information in real time and in any place. The application is available for varied environments: logistics (transport and lorries), maintenance fleets, recreation boats, handicapped people, etc. The communications are based on satellite, GPRS, GSM, SMS and the latest technology based on indoor GPS to track movements inside large buildings. It has a total geographical coverage and with maximum reliability.

Innovative Aspects: This technology can easily be adapted to different environments: transport vehicles, machinery for civil works, ambulances, taxis, jewellery security services, protection and security services for people (handicapped, elderly, etc.).

- 2D and 3D vectorial cartography.
- Easy access, from everywhere, to get information about location and traceability of different devices.
- Management control of unauthorised use.
- Based on new indoor GPS technology

State of Development: Already on the market

Intellectual Rights: Secret know-how

Weblink: www.tecnosegur.com

Type of Partner Sought: Logistics companies and partners involved in software development and telecommunication solutions. The partner should integrate this technology and adapt it to specific local needs.

Specific Area: System integrators, rent-a-car companies, transportation companies, shipping companies.

Task to be Performed: The partner should integrate this technology and adapt it to specific local needs.

Partnership Sought: Commercial Agreement

IRC Name Responsible: IRC Madrid
IRC Consultant: Jesus Yagüe

Title: Development and implementation of ERP system for the tourism sector based on open source

Abstract: A Bulgarian software company offers expertise in development and implementation of ERP system based on open source. The company has developed an ERP product for the tourism sector.

Detail Description: The solution is based on open source. It is created especially for the tourism sector. It offers the opportunities to make on-line reservations, to work with many agents, to check room vacancy etc. The ERP proposed could be use even in small and medium-sized hotels and in tourist agency that offers a wild range of reservation services.

The product is already on the market and the company is looking for partners for commercial/manufacturing agreement or co – operation.

State of Development: Already on the market

Intellectual Rights: Copyright protected

Partnership Sought: Technical Co-operation; Joint Venture Agreement; Manufacturing Agreement (Subcontracting & Co-contracting); Financial Resources; Commercial Agreement

IRC Name Responsible: IRC Bulgaria
IRC Consultant: Teodora Georgieva

Title: Development and implementation of WEB ERP system based on open source

Abstract: A Bulgarian software company offers expertise in development and implementation of ERP system based on open source. The company has developed a WEB ERP system based on open source.

Detail Description: WEB ERP combines the production modules, distribution, storage and accounting. WEB ERP is an integrated system that could be used in many industry branches. The open sourced used allows an additional development according to the clients' requirements. The product is already on the market.

Intellectual Rights: Copyright protected

Partnership Sought: Technical Co-operation; Joint Venture Agreement; Manufacturing Agreement (Subcontracting & Co-contracting); Commercial Agreement

IRC Name Responsible: IRC Bulgaria
IRC Consultant: Teodora Georgieva

Title: Intelligent building management system – hardware and software solutions

Abstract: A Polish SME in the IT field has invented inexpensive and unique software for intelligent houses, buildings, conference rooms, and security management based on self-developed technologies. The company is looking for a commercial agreement with technical assistance or a license agreement.

Detail Description: Building Management System (BMS) is a modern IT system facilitating network communication between automation devices as well as workstations distributed on the Internet, which guarantees high efficiency of data processing and the highest level of security. BMS is a component of the technology for building systems to control and monitor BMS objects. It provides a scalable and stable communication platform embedded in a UNIX class operating system. It offers its own communication programming language (syntactically compatible with Visual Basic), data types, communication protocols, standards of creating drivers for networks and devices, a protocol for connecting multiple systems into a Peer-to-Peer network, and much more. BMS is based on open architecture, which allows full integration of popular open communication standards and provides full control over devices and ways of monitoring them in a local network as well as through the Internet.

The system possesses its unique library of programming components for visualisation created with a use of the Flash technology. The library consists of programming objects that represent physical devices used in all types of technical and automation installations, for example: alarm sensors, bulbs, heaters, or electromagnetic valves. Each object is equipped with special software that supports state displaying, communication with the visualisation interface, processing user permissions, and additional optional functions for state controlling (controls for level and value settings, watching changes, etc). The communication done by the virtual devices is bi-directional and operates in real time through the visualisation interface.

Innovative Aspects: Advantages of the offer are:

- Full integration with the Internet and the highest access safety solutions.
- Navigating automatic devices in different standards.
- Various visualisation options and ability to manage them online.
- Possibility for visualisation and navigation via the Internet (Web browser),
- Possibility for visualisation from palmtops, cell phones and SMS.
- Possibility for additional software implementation, i.e. for a use of light scenes definitions.
- Energy usage optimisation.
- Access control to selected rooms, etc.
- Possibility of creating programs for individual scenarios resulting to in-house occurrence, i.e. presence simulation after alarm set, informing owner (via cellular phone) about home occurrence (with different priorities).
- Full security monitoring of events (alarm and fire switchboard), camera previews via the Internet.
- Possibility to operate all multimedia devices at home (home entertainment system projector, TV, multiroom, ect.) with the use of a home remote controller (it can be cellular phone or wireless Pocket PC).
- Possibility to receive voice messages about home occurrence.

State of Development: Already on the market

Weblink: http://www.ibms.pl/src/cms/?c_page_id=307

Type of Partner Sought: The company is particularly interested in cooperation with SME and universities as well as individuals.

Specific Area: House building companies, IT companies, etc.

Task to be Performed: Assembly, technical consultancy, technical training, quality control or maintenance.

Partnership Sought: License Agreement

IRC Name Responsible: IRC North-East Poland
IRC Consultant: Milena Pleskot

Title: Promotion of innovative products in the Greek market

Abstract: IRC Hellenic as a member in the IRC Network (www.ircnet.lu) is interested in examine promising and innovative products from abroad to the Greek market.

Detail Description: The products should be in a state: Already on the market, no semi-finalized products. The main interests of the Greek market are: software development, electronics related to Telematics and Mobile applications.

Main Advantages: The products offered should have a strong competitive advantage.

State of Development: Already on the market

Intellectual Rights: Others (registered design, plant variety right, etc)

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: RFID tags stand up to high temperatures

Abstract: A Greek company working in the field of RFID & telematics is looking for RFID tags, capable to operate in high temperatures. The application to be used is the production of aluminium. The company is seeking for commercial agreement with technical assistance.

Detail Description: A Greek company working in the field of RFID & telematics is looking for RFID tags, capable to operate in high temperatures. The application to be used is the production of aluminium. More specifically the requirements include the following:

a) Temperature up to 350 Celsius degrees and duration 2-3 hours. The RFID tags will be attached to aluminium sheets before their insertion to industrial furnace.

b) Temperature up to 700 Celsius degrees and duration up to 5 minutes. The RFID tags will be attached to trolleys carrying raw aluminium entering a blast furnace.

In both cases it would be more preferably to have tags with read-write capability. At any rate even a tag with write only capability it would be enough.

State of Development: Already on the market

Intellectual Rights: Others (registered design, plant variety right, etc)

Partnership Sought: Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: Garbage collection monitoring via RFID

Abstract: A Greek SME is placing RFID tags on the waste boxes, and antennas and readers on the garbage collecting vehicles. In this way one can get in real-time or in batch via a PDA or mobile phone all movements of the vehicle in order to improve the service as well as the planning and monitoring of the procedure. The company is looking for a license agreement and technical cooperation in implementing this application.

Detail Description: The application is a system for recording the waste buckets by means of RFID technology. Each waste bucket has an RFID tag and when the garbage collection vehicle raises the bucket, in order to turn out the waste, the RFID antenna which is placed in the back of the vehicle reads the code that is stored in the tag. Each bucket has an RFID tag with a unique code. While the vehicle stops from bucket to bucket along its route, it reads the code of each bucket and stores also the date and the exact time. The system stores the data via the RFID reader in a PDA which is placed on the vehicle.

When the garbage collection system completes its itinerary, it returns to its base and the collected data is transported, via a wireless network, to a computer (server). The Server has a DBMS (Data Base Management System) for the control of all data from the vehicles. Thus the municipality that exploits this application has a complete management system of recording the waste collection data as well as the control of all the procedures of the collection. It has also complete monitoring of itineraries as well as an estimate of the waste tonnage per itinerary, the tonnage per day, for all vehicles, per month etc. With this information, the municipality can better program the itineraries, the human resources and has a monitoring system for the volume of the waste produced by the region of its responsibility.

Partnership Sought: Technical Co-operation; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: Computer Vision Application

Abstract: A Greek SME, very experienced in the field of computer vision, offers its know-how along with innovative algorithms, which will enable the recipients to develop products, software or services based on the mentioned algorithms. The company is looking for industrial or research institutions, as well as companies, for technical collaboration and/or joint-venture.

Detail Description: The Greek company can provide theoretical and applied know-how on methods for the mathematical calculation of surfaces by using Visual Data obtained from video or other images. The proposed algorithms are mathematically proven and will give exact measures of correctness for all the results. Furthermore various algorithms can be combined to strengthen and / or validate each other's results. The resulting applications can be used in autonomous vehicles, remote sensing, security and all applications that should perform autonomously without human intervention. Surface reconstruction, depth Estimation, motion detection & estimation are feasible. The Greek company can consult or assist in the development of products, software and services to incorporate these innovative technologies.

State of Development: Development phase – laboratory tested

Type of Partner Sought: Industrial or Research institution or companies, in need of developing products, software and / or services, using the technology. The Greek company is capable to perform the study and provide with all necessary means of software for the particular application.

Partnership Sought: Technical Co-operation; Joint Venture Agreement

IRC Name Responsible: IRC Hellenic

Title: Bank payment management tool related to SWIFT system

Abstract: A Greek SME, very experienced in the banking sector, presents an IT tool that automates messaging through SWIFT system. It is possible, for potential recipients, to procure either the full product or the core control engine, for increased flexibility. The company is seeking for partners, IT companies willing to promote the product in their regions as representatives; or end-users (mainly banks and financial institutions) willing to use it in their everyday transactions.

Detail Description: Most of the activities taking place on both the money and capital markets are carried out by the banks. SWIFT (the Society for Worldwide Interbank Financial Telecommunication) is the backbone of the payments messaging system. Historically the transactions through SWIFT were performed in a "mechanical" way in which all the transactions need to be read and confirmed one by one by suitable personnel in order to decrypt ("translate" the SWIFT code into a real payment from sender to recipient) the information in each payment. The overriding necessity was to provide the highest levels of security, however the efficiency and ease of use suffered in the process. This bank payment tool provides an integrated solution to the complexity of handling incoming and outgoing SWIFT messages of every type. It fully automates the expensive and time consuming handling process by using advanced identifying and validation procedures. It can also be used as an intermediate programme between SWIFT and the banking software applications. Due to the high level of parameterisation options it is possible to integrate it with the existing procedures of the bank. Utilizing the product results in a significant reduction in the time needed for handle a SWIFT message and as a consequence achieves a dramatic cost reduction, ensuring competitive advantage to the bank.

The basic characteristics include the following:

- True STP (straight through process) functionality
- Rule based message handling
- Smooth incorporation of new processes, resulting in a very dynamic workflow.
- Fast and efficient integration with the existing core banking and accounting systems
- Automatic accounting transactions based on rules
- Centralized SWIFT platform
- The quickest, most cost effective way to face the SEPA challenge

A significant characteristic is the compliance with the ISO 15022 standard. The solution not only provides compatibility with the latest standard but also enables the banks to adapt their current applications to the new standard with no additional cost. The system checks the messages as they are entered by the user and in this way it guarantees the correct forwarding even before they are checked by the SWIFT network. Apart from the capabilities described above, the user has additionally two options. First to add modules that expand the handling capabilities of the SWIFT messages; support alternative channels for message input like Internet, ATM (Automated Teller Machine), standing orders, batch etc; building an order entry subsystem with very simplified tasks so that input of SWIFT message can be possible even from the teller or other non-SWIFT experts. The second option has to do with the control engine of the messages that is being offered separately on demand and thus giving the chance for greater flexibility according to the particular demands.

Main Advantages:

- Handles all message types. The user is free to decide which messages will be included
- Higher productivity due to automation of the procedure
- Significant cost reduction, since it minimizes human intervention
- User-friendly interface and excellent control combined with extensive communication with other departments and software products within the bank or the corporation.
- Developed with open architecture (Java) and integrates easily into any platform. It also works with almost any database.
- It needs no special hardware or software
- Sends and receives messages from SWIFT Alliance or other SWIFT interfaces
- Suitable for both small and large banks and institutions
- Compatible with the new SWIFT standard: ISO 15022.

State of Development: Already on the market

Intellectual Rights: Others (registered design, plant variety right, etc)

Type of Partner Sought: In case of commercial agreement and an end-user, the Greek company will install the product, train the relevant employees and maintain the system (if required). If an IT company wishes to represent the Greek company, then the previous activities will be assigned after the necessary training of the local representative. The Greek company will perform second-level support.

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Technology Offer
Ref. No: TO_GR_20815

**Title: Integrated "All-in-one" server software or appliance
(Connectivity-Applications-Security)**

Abstract: The majority of companies rely on IT. The advent of e-business makes IT more complex to install & manage on a day-to-day basis. To tackle complexity and high cost, a new class of solution has been introduced: the "all-in-one" server. The solution is offered by a Greek company for unlimited users, requires only 30 minutes of time, and a simple hardware server, enabling non-technical users to enjoy - for the first time- all the services they had. [Multiple proposals of collaboration are offered.](#)

Detail Description: iNode product family is a truly "all-in-one" solution offering a complete network environment and infrastructure addressing critical areas of network concern like connectivity, security & network applications into one unified solution, reducing costs and simplifying management for any size of organization. iNode provides all the connectivity and communication facilities the organization needs such as Routing, DHCP, Mail, Fax and File serving, Antivirus, Proxy, VPN, Firewall protection and many more features. Designed as an easy-to-use "all-in-one" appliance, iNode is straightforward to install and manage since the administration is web-based. Wizards simplify configuration within minutes and provide on-going management. iNode enables organizations to achieve the goal of keeping their networks secure driving more applications through those networks, while reducing equipment and operation costs. More specifically iNode covers the following needs for:

Connectivity: A full range of connectivity options are available, allowing iNode to setup the organization's network and give access to all the possibilities of the Internet world. iNode is enhanced with all the essential elements for business connectivity and communication requirements, such as: Easy and any Internet Connection, IP Routing, Full support for DHCP and DNS Server, Remote access Easily enable Network Address Translation (NAT) to route internal networks to the Internet, Dialer Scheduler providing extra flexibility and cost savings, A range of interfaces (PSTN, ISDN, xDSL, LL, WLL, etc) are supported

Applications: By combining features that are most needed by businesses into an all-in-one solution, iNode provides all the network applications the organization needs for the day-to-day business, such as: Email Server that supports unlimited domains with simple and secure management for mailing lists, remote mailbox delivery, attachments limit, recipients number limitation etc., Fax Server enhanced with Print to Fax Bridge, Fax routing, Fax Protocol, Fax pool support, HiddenFAX ISDN, Email Integration (Fax-to-Mail and Mail-to-Fax). iNode Fax server also supports 3rd party clients. File Server supports Unicode, Network Folder Access and allowing the administrator to setup user access and read/write permissions.

Security: Network Security is assured with a built-in, pre-configured firewall to protect sensitive information and network operations from intruders inside or outside the organization's network. iNode supports a wide range of security services such as: Ongoing security for computers and servers on your network. Enhanced with statefull inspection protects private data while offering network users full Internet access. NAT hides organization's internal network from the Internet providing additional protection from hackers. Antivirus provides real time scanning of all incoming and outgoing email for unlimited users. Proxy Caching Server provides full web

proxy/filtering/caching, Bandwidth Management features, User collaboration are offered. access control (by IP, user, time, url, etc). iNode proxy server also supports Proxy Authentication, Cache size selection and Cache policy. VPN Server allows the easy and secure communication and exchange of information from outside the network supporting both PPTP and IPSec gateway. Advanced Firewall protects the organizations against a wide range of threats to security and productivity. It provides the security features of the built-in firewall plus VPN, Antivirus, Content Filtering and QoS (bandwidth management). iNode Advanced Firewall is enhanced with special services such as Security assessment, Full customizations and monthly reports.

Important: All mentioned iNODE features are for unlimited users.

The iNODE product line includes three editions:

Standard

Includes all connectivity & unmanaged firewall features: Routing & internet connection sharing, Unmanaged Firewall, Remote Access Server, DNS & DHCP server.

Corporate

Offers all the features of Standard edition plus: Mail Server, File server, and Antivirus for Mail Server.

Enterprise

Offers all the features of Corporate edition plus: Fax Server, VPN server and the Proxy & Cache server.

Main Advantages:

- Modular Design: iNode server platform
- Flexible: Dynamic IP capability provides organization's ISP independence.
- Comprehensive Security: Pre-configured firewall, Full Managed Firewall, Antivirus protection, Proxy server, VPN server with full Certification Management.
- Advanced Network Applications: E-mail and Fax services that can cover the most demanding needs.
- Low Total Cost of Ownership (TCO): Running multiple services on a single appliance, organizations avoid numerous of equipment purchases, complicated software installations and complex maintenance management.
- Unlimited Users: iNode eliminates user-licensed servers, since all services included are licensed for unlimited users. Every organization from those with 5-10 users all the way to enterprises with 1000+ users can get iNode and achieve immediate Return on Investment (ROI).
- Easy to install and manage: Ready to use, approximately time of installation 30 minutes
- Fully Web-based administration: ensures simple deployment, reliability and ease of management, possible even for non-technical staff. iNode can be managed from any web-browser.
- No additionally operating system is required as everything is contained in one (1) only CD.

State of Development: Already on the market

Type of Partner Sought: Target partner expertise sought: IT companies which are working with network installations and office automation. Two are the proposed collaborating schemes.

First case: commercial agreement with technical assistance. In this case the Greek company is seeking partners or representatives who will perform their installations using iNode. The Greek company will provide all the necessary technical assistance (due to the simplicity of the product it is unlikely that will be needed), training, documentation. It will provide as well updates (mainly for the anti-virus).

The second case is a licence agreement. In this case an IT company can promote the iNode, preferably in national or regional level, using their own logos, according to their promotional policies.

Partnership Sought: Technical Co-operation; License Agreement; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: Open Source Collaboration tool

Abstract: A Greek international firm offers a distributed collaboration-centric workflow-driven platform enabling user communities to cooperate for the achievement of their common objectives. The platform is built using pure Java / J2EE technologies that provide the system's core services, including external system connectivity and integration. The company is looking for IT companies acting as installers to clients or end-users willing to introduce the platform in their business.

Detail Description: The MERMIG platform empowers virtual communities to work in a new and more efficiently way. MERMIG is an Open Source Collaboration tool based on the concept of "What you see is what you have access to", utilising the power of J2EE technology. The MERMIG Collaboration Platform was developed in order to provide organisations with a "common ground" on which various teams, composed by members of the organisation (e.g. staff, partners, clients, suppliers, etc.), can work and collaborate effectively. The whole platform divides its resources into logical groups (called Communities) and smaller subsets (called Workgroups). Each Workgroup constitutes effectively a mini Web-site, where its Members can use various services in order to enhance their teamwork, coordination and collaboration. A Member needs to be authenticated by providing a username and password combination, before entering one of the Workgroups of the MERMIG Collaboration Platform. Furthermore, each Member has a User Profile, which defines their access rights for each service, including access to specific actions, sections and/or services.

MERMIG offers the following services:

- Group Manager
- Web Manager
- Document Manager
- Forum
- Email & SMS notifications
- Workflow & Workflow designer
- Web Content Management
- Knowledge Management

MERMIG also offers various vertical applications in the fields of e-procurement, grants & loans management, e-justice, e-learning, e-cities, resources planning, etc. MERMIG is a system using the latest technologies and tools. It offers the ability to provide information to all the known clients (thin client, third party applications, wireless clients, etc.).

The MERMIG application is built on pure Java and J2EE technology, which provide the core platform services, the application business logic, as well as MERMIG connectivity and integration with external systems.

As an Open Source platform, MERMIG itself is based on mature Open Source frameworks that are well known and widely used.

Main Advantages:

The MERMIG platform presents the following Main Advantages:

- Web-based, enabling easy user access and system maintainability
- Based on Open Source technologies, ensuring low-cost use
- Full range of integrated services available for electronic communication of data (e.g.: web pages, documents, forums, databases etc.)
- Modularity and flexible integration of provided services, as well as with external systems
- Extended configurability to suit organisational and user preferences systems.
- Powerful management and presentation of confidential and / or As an Open Source platform, MERMIG itself is based on mature Open public information, through the same platform Source frameworks that are well known and widely used.
- Mapping of system resources and processes, to common organisational working structures applicable within administrations and companies
- Use of advanced technologies, combined with an expandable architecture, allowing integration of new modules

Type of Partner Sought: IT companies acting as installers to clients. End-users willing to introduce the platform in their business. The type of client has described in Market Application: s Highlights field.

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: Software solution for Factoring process

Abstract: A Greek IT company, leader in Factoring application systems, offers a complete software suite that simplifies and automates the factoring process very efficiently. The company is looking for representatives in local markets or for end-users (banks mainly) for license or commercial agreement with technical assistance.

Detail Description: The FS/1i Factoring application is a software system that offers complete management and manipulation of the Factoring process. The product is designed by a group of banking advisors that aim to the simplification and automation of the factoring observing services. The Factoring is a flexible product that can combine payment, insurance and demand management services. It is an alternative form of payment, without substituting the other banking products, but completing them for the client's and bank's best convenience and profit. It is applied in developed or under development markets and it is a market agreement of long-time demands. The continual increase of Factoring in Europe and worldwide is an indisputable proof that is one of the most contemporary ways of payment for companies. The workflow of the software application offers the bases for the creation of a Know-How environment concerning factoring. The software application in combination with training, offers a complete business solution for the companies that want to advance easy and dynamic in the factoring area. The FS/1i Factoring application software development meets the ISO 9001 specifications and today is the leader application in the Greek market replacing much more expensive informational systems.

It is consisted of the following subsystems:

- **Marketing**
This is the first stage of the Factoring process, where the factor is gathering information on a prospective client. Once a prospective client is found a process of negotiations and client evaluation follows. This process is the marketing process and it includes registering the prospective client's data (personal and financial) and arranging the appointments with the client. This section is divided in two sub-sections. The Appointments and the Marketing Research
- **Clients – Debtors**
The prospective clients that have been approved from the marketing section as well as clients that have not been processed by the marketing department, become active clients. In this section, clients' and debtors' information (personal and financial) is managed and clients are connected with their debtors. Here a user can also specify the terms that apply between the factor and the client and the terms between client and debtor.
- **Daily Transaction**
This section is the most important section of the system. It includes all the transactions that can take place in daily basis. Here occurs the invoice, revenue entry, transfer and dispute. We create, approve and make payments to clients. We allocate invoices and reverse all the actions. In this section there is the possibility to insert invoices in digital form from a file.
- **Monthly Transaction**
This menu contains the transactions that occur once in a month and most of the times at the end of the month. The main transaction is the commissions that factor must give or collect from the other factors depending to the type of factoring (import or export factoring).

Main Advantages:

- Improved efficiency
- Low cost in Hardware and System Software demands, without requiring any specific Software
- Fast and easy to learn
- Facilitating features like the ability to import demands in digital form, the installment calculation etc.
- Supports multiple currencies
- Provides the ability to exchange information through internet
- Fully compatible to international Factoring organizations like FCI (Factors Chain International).
- Saving of human resources.

State of Development: Already on the market

Type of Partner Sought: End-users are being sought for commercial agreement. The Greek company

can provide full support during installation, training and maintenance of the system. The product meets the ISO 9001 standards therefore the mentioned activities are very well documented. The experience of the company (leader in the local market) is an additional guarantee. The company will provide full support also in parameterization and interaction of the product with the software already used in client's premises.

Also IT companies related to clients working with Factoring process are being sought as representatives in local markets. In this case there is also the option for Licence agreement in which the product can be incorporated to current software suites.

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: Integrated food safety system

Abstract: A well established Greek consultancy firm has developed innovative software that deploys services which intend to secure business safety in the food-sector industry, along with management of any possible crisis at any level of chain production. The integrated food safety system is a tool that fulfils the tasks above through the incorporation of real time data from different parameters. The company is looking for a technical or commercial agreement.

Detail Description: The tool developed by the Greek company, covers any level of the production chain. For the purposes of a short demonstration, the interaction of four sub-systems have been incorporated into the program. The sub-systems are:

1. Standardized Safety Management Systems
2. Knowledge Management
3. Continuous Conformance to Legal and other Regulatory Requirements
4. Crisis Management.

This does not exclude the inclusion of other sub-systems (according to the needs of the business) into the software, hence ensuring security through-out the production chain of any kind of product. Each of the above mentioned sub-systems is updated according to new standards, legislation, requirements etc. There are also control points (for each sub-system) where records, comments and transcriptions can be recorded. The controls are applicable to the production chain, placement, equipment and procedures. Additionally, microbiological and environmental controls can also be included in the system. In this fashion the tool ensures safety at any level of management within the company (e.g. production chain, inventories, technical departments etc). It offers distinctive information under real time conditions at any level of management, wherever the head-quarters are located. Finally, crisis management is made easier through pre-defined prevention actions.

Innovative Aspects:

The innovative features are:

- Real time interaction
- Applicable to a wide range of economics-related sectors
- Preventive tool for any kind of crisis

Main Advantages:

While the Main Advantages are:

- Capability of immediate correction actions
- User friendly
- Easily updated & expandable
- Compatible with ERP and other similar software programs
- Provides information to any level of management independently of the location

State of Development: Already on the market

Type of Partner Sought: Companies working with information processing, data processing/interchange, databases management, industrial manufacture (i.e. agro-food), diagnostics of chain production safety (legislation, microbiology, toxicology, quality control, food processing and packaging), safety (risk assessment).

Partnership Sought: Technical Co-operation; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: StereoSTATIKA, Structural Design Software

Abstract: A Greek company presents StereoSTATICA a Structural Engineering Software Application for the Static and Dynamic Analysis and Design of the reinforced concrete buildings, a product combining high functionality and particularly high speed in calculating. The company is seeking for partners able to promote the product in regional markets, or end-users.

Detail Description: The Greek company is specialized in the development and marketing of AEC (Architectural/ Engineering/ Construction) applications for the Greek/European/International market, since 1980. The know-how of the company has been developed around the ideal Engineering PC WorkStation on the Windows platform, by combining advanced Hardware and Software solutions in order to deliver professional performance and results in 2D, 3D, 4D(Animation/Simulation), virtual reality and stereoscopic visualisation.

StereoSTATIKA is a Structural Engineering Software Application for the Static and Dynamic Analysis and Design of the reinforced concrete buildings. It offers extended anti-seismic calculations and controls, according to EC2/8 codes, advanced solid modeling, real time walk-thru animation and seismic simulation, photorealistic, stereoscopic and virtual reality visualisation, automatic plotted/printed Rebar Lists and /Drawings.

StereoSTATIKA offers a comprehensive and engineer friendly Visual Design environment, based on Holistic Intelligence Technology ® (HIT). According to HIT, every structural element (slab, beam, column, etc), that the user may chooses to import onto the screen design area, constitutes a 'conscious' object, aware of all its properties, features, inter-relations, inter-connections and roles. When the user adds or modifies any structural element property or condition, the static and anti-seismic performance of the whole concrete frame is recalculated, reshaped and redrawn in seconds, while thorough and intelligent controls scan for and detect any weaknesses or building code violations of the frame designed.

StereoSTATIKA, beyond its own mathematical models, are open to other calculation engines such as Ansys, SAP2000, etc. Final construction drawings and Rebar details are plotted/printed automatically, while a complete and detailed order list of the needed Rebars may be sent via internet to the Rebar manufacturers/industry.

Main Advantages: StereoSTATIKA carries out a full reinforced concrete building structural design study through the most natural engineering approach and in the most accurate, efficient and accelerated way. It offers symbolic/realistic views of forces, Rebars and concrete frame. It may be used also as an excellent training tool for students (engineers) due to its comprehensive, scientific and realistic visualizations and simulations.

State of Development: Already on the market

Type of Partner Sought: CAD and FEM developers, Engineering Consulting firms, Construction Companies, Technical Institutes, Technical Universities. StereoSTATIKA may be adapted into any language and any local building codes and practices, according to specs provided.

StereoSTATIKA may be adapted into any language and any local automatically, while a complete and detailed order list of the needed building codes and practices, according to specs provided. Rebars may be sent via internet to the Rebar manufacturers/industry.

Partnership Sought: Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: 'Talking' multilingual phrasal translation service for mobile phones

Abstract: A Greek SME specialized in crypto-systems, wireless applications and EFT systems, offers an innovative application for mobile phones. It is a 'Talking' multilingual phrasal translation service for mobile phones. The Greek company is flexible for many types of collaboration.

Detail Description: LinguaMobila is a 'talking' server-based multilingual phrasal translation service for mobile phones, which can double as an advertising medium globally. Works on SIM cards that support JAVA (A high-level programming language developed by the Sun Microsystems company) and J2ME aware cell phones (Java2 Micro Edition - version of Java used for developing applications that can run on a consumer wireless device platforms). Imagine going to Beijing for the Olympics, trying to make your taxi driver understand where you want to go. He does not speak very good English, nor can you speak Chinese. You don't have a phrase book with you, or a PDA. What do you do? Hopefully you can download LinguaMobila from the mobile network, use its GUI (Graphical User Interface) or its Voice Recognition augmented T9 dictionaries (A text input system that adds intelligence to multi-tapping letters on a telephone keypad; pronounce the word you want, click the first 1-3 letters and browse through the matching words suggested by the system) to enter your translation request fast. (eg I want to go to the Olympic stadium of Beijing). A few seconds later you receive a MMS with the exact same phrase spoken-out as it sounds in Chinese. Now your taxi driver should know where you want to go! The response MMS can contain unobtrusive advertising content. The described client / server mobile application, is a compact prototype platform for mobile advertising, which can be downloaded on-the-air in a cell phone or be pre-installed on the SIM card; delivering synthesized-voice multilingual phrasal translations to roaming and native-network GSM users. Either way, the GSM users can submit free-form phrasal translation requests in approximately 30 languages. These are processed by a multilingual OTA machine-translation server (Over The Air is a standard for the transmission and reception of application-related information in a wireless communications system) and multilingual speech synthesis modules. The produced sound waveforms are enveloped in response MMS messages. Requests are also parsed for geo-location and content; appropriate visual advertising is appended in the MMS (Multimedia Messaging Service) content. LinguaMobila turns an ordinary MMS-aware cell phone into a compact multilingual translation gadget - a handy communication tool for the international traveller.

Main Advantages:

- A very light application (~ 3.5 kbyte), works either over SIM java cards and J2ME aware cellphones. Delivers a useful service and produces advertising income
- Very effective. Turns an ordinary MMS aware GSM phone into a multilingual translation gadget on the go. The service cost for the end user can be subsidized by generated advertising revenue.

State of Development: Available for demonstration – field tested

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC Hellenic

Title: VLSI DESIGN AND CONSULTANCY

Abstract: Think Silicon Ltd is a start-up company founded by IC Design Engineers with extensive experience in the design of ASIC devices and Embedded Systems. Our founders have long working experience as a team in the field of Semiconductor IC Design. Our personnel are specialized engineers and scientists with a background in Semiconductors, Telecommunications, Electronic Design Automation and Information Technology.

Detail Description: Think Silicon Ltd is a start-up company founded by IC Design Engineers with extensive experience in the design of ASIC devices and Embedded Systems. Our founders have long working experience as a team in the field of Semiconductor IC Design. Our personnel are specialized engineers and scientists with a background in Semiconductors, Telecommunications, Electronic Design Automation and Information Technology.

Innovative Aspects: Think Silicon offers design services and consultancy for the entire IC Design Flow. Our innovate design methodologies for the design of digital IC devices result in faster time-to-market, more reliable, thoroughly verified devices. We can achieve this by shifting the design paradigm to a higher lever of Abstract: ion and provide cores, tooling and methodologies to achieve higher level of productivity.

Main Advantages: Quality at Every Level: Our company procedures ensure that quality is catered for at every level of design process, with problems identified early in the design process and quality solutions are provided.

On Time: Project schedule comes out through a specific company's procedure involving project requirements and customer feedback. Our expertise, company's structure and equipment (Software Tools) ensure that the time to deliver for a given project is much more less than the usual in our industry.

On Budget: Our robust design methodology and efficient techniques allow us to provide highly competitive rates to the industry. Our standard rates are inclusive of project management, quality control and peer inspection of deliverables

State of Development: Already on the market

Partnership Sought: Technical Co-operation; License Agreement

IRC Name Responsible: IRC Hellenic

Title: ICT OPEN LAB Project

Abstract: ICT OPEN LAB is a "cooperative" project to build an international networked LAB in order to share informations, expertises and common activities.

Detail Description: ICT OPEN LAB is project to build a networked LAB distributed in a number of countries in the world. The organization is based on a "cooperative network" which uses the Web not only to share information, but also to share common activities. The main site is located in Naples (Italy) at the "Comprensorio Olivetti" and will be part of the network. We offer a number of facilities to help partners to produce software bricks to be part of a the common framework. A brick is a software unit that can be recognised by all partners. The goal of this project is to cooperate to develop and to use a software platform, a set of bricks and a number of application to be validated for the market.

The Main Advantages: for the partners is to participate to an international software factory where to buy and to sell bricks and expertise. A Regional partner can be nominated as a "commercial agent" with the responsibility to represent the final product for the local market. At the main ICT OPEN LAB location, we use the state-of-art of a number of existing technologies, since our offer consists mainly in the organization of a common Software factory.

- Linux Debian (Application server)
- Microsoft Windows 2003 (Application Server)
- Microsoft (a number of developing tools)
- Open CMS
- Asterix
- PHP
- Apache
- Oracle
- Java
- LOK Technology (access control and security server)
- Bit4ID (Smart card server)
- Firmware
- 3D engine
- More platform will be available at other sites in the ICT OPEN LAB network

The team at POLO ICT uses Project Management and a proprietary methodology to run a complex number of tasks which includes a number of participants.

Main Advantages: The main advantage from ICT OPEN LAB is the usage of the state-of-the art of the existing software environments and a powerful set of tools to manage a complex distributed team.

State of Development: Available for demonstration – field tested

Intellectual Rights: Secret know-how

Type of Partner Sought:

ICT OPEN LAB is dedicated to SMEs which have the knowledge and the capabilities to develop software and applications, but don't have in their organizations the facility to drive products to the market.

ICT OPEN LAB is dedicated to SMEs which produce and integrate software to import in their products third-part components that have been tested and certified, so they can outsource part of their factory

ICT OPEN LAB is dedicated to SMEs which looks for competence and expertise

Task to be Performed: How to join to the project:Join to the community. (Free access to all information available)Consultant. (Post CV to be eligible to be hired as a consultant)Developer (Provide for software bricks to be tested sand included in the platform)Integrator (Provide for applications to be tested and included in the platform)Reseller/VAR (To act as an agent to sell ICT OPEN LAB products)Team (To become part of the team)

Partnership Sought: Technical Co-operation; Joint Venture Agreement; License Agreement; Commercial Agreement

IRC Name Responsible: IRC IRIDE
IRC Consultant: Fulvio Miraglia

Title: Software Tools supporting ebXML

Abstract: X-Lab is a laboratory of ENEA, a public Italian entity, which supports interoperability standards and initiatives based on the XML language. In particular, X-Lab has developed several tools supporting the implementation of the ebXML framework. We are looking for partners which are implementing ebXML specifications in their software offers and which are willing to collaborate with ENEA within international innovation and research programs concerned with eBusiness and interoperability.

Detail Description: X-Lab was created with the scope to promote interoperability solutions for networked enterprises, based on the XML language. The activities of X-Lab are therefore oriented toward:

- Technology transfer within the domain of eBusiness, paying particular attention to the SMEs in the production sectors and public and private bodies in the medical domain.
- Applied research on technological and methodological aspects related to systems and enterprise interoperability.

In particular X-Lab supports the diffusion, implementation and adoption of the ebXML framework, for which it makes available several software applications as a free software.

ebXML is an international initiative promoted by UN/CEFACT and OASIS, whose goal is to define the technical base for the general XML-based standardisation in the domain of eBusiness. ebXML has several components:

- Business processes (ebBP): standard allowing the representation of business processes which are shared by collaborating enterprises (part of ISO TS 15000);
- Collaboration protocol agreements: there are two specifications CPP (Collaboration Protocol Profile) and CPA (Collaboration Protocol Agreement) defined within ebXML (and parts of ISO TS 15000). CPP allows specification of enterprise's profiles, describing the capacities supported for participating in one or more processes. CPA allows any two enterprises to make an agreement on the business collaboration they intend to settle and to formalise this agreement in a XML file.
- Core data components.
- Messaging.
- Registries and repositories.

X-Lab has developed two software applications, CPP-Editor and CPA-match maker, which help the implementation of the Collaboration Protocol Agreements part of the ebXML framework. The CPP-editor allows the creation and modification of enterprise profiles, while CPA match maker supports the extraction of collaboration agreements out of company profiles. The two applications have web-based interfaces which allow the user to insert and modify the informations in such a way that they do not see the complexity of the XML-structure of the standard. The applications manage automatically and transparently all the informations for which direct interaction with the user is not required.

In addition, X-Lab has developed an Ontology Browser application, which allows the navigation and user-friendly visualisation of any ontology specified in OWL (Web Ontology Language). The ontology browser, in addition to presenting and editing of ontologies, allows for the editing of XML-formats of data models for data inter-change.

The software applications developed by ENEA are free-ware. ENEA is looking for software developers which are interested in supporting the ebXML specifications in their offers, or which are willing to implement additional instruments supporting ebXML. The form of collaboration for which we are looking for is in terms of innovation, technology transfer or R&D projects supported by national or international programs.

Innovative Aspects: interoperability. transfer or R&D projects supported by national or international ebXML is an internationally supported standard framework for programs. eBusiness that promises to become the reference for eCommerce and eBusiness transactions. The tools that support its implementation within real business cases are still lacking. We offer free-ware tools that make easier the adoption of ebXML by software vendors or by the suppliers of services for communities of enterprises, and we are looking for technologies (existing or to-be-developed) that can complement the set of tools already in possession of ENEA.

State of Development: Development phase – laboratory tested

Intellectual Rights: Secret know-how

Market Application: eBusiness

Type of Partner Sought: Software suppliers

Specific Area: Supply chain integration, workflow management systems

Task to be Performed: Integration of ebXML agreements with workflow or supply chain management systems

Partnership Sought: Technical Co-operation

IRC Name Responsible: IRC IRENE

IRC Consultant: Milena Stefanova

Technology Offer

Ref. No: TO_BG_20885

Title: Internet and information kiosks, kiosk projects and software solutions, kiosk and touchscreen components

Abstract: A Bulgarian company aims to facilitate the public access to specialized information and Internet services through our own network of public access kiosks, and at to assist business and non-profit organizations in accomplishing their e-business strategies. Kiosks, run by the company offers, new advantages to the traditional computer workstations with Internet access, resulting from the strategic combination of location, design and functionality. They can be used to access specific information, to view reselected content, send and receive regular, voice and video e-mails, to e-shop, for entertainment.

Detail Description: Public access terminals or kiosks provide access to the Internet, information and other services at public locations in an unusual for the PC user environment and at low cost. Unlike ordinary PC's placed in public locations, the contents and services provided through kiosks are carefully selected to be relevant to their installation locations. The interface is significantly simplified, so that the devices can be used with ease by people without computer literacy. The company performs a number of activities for their corporate clients, in order to offer them complete solutions:

- Delivery and lease of public access and internet kiosks;
- Troubleshooting and maintenance of the client's kiosks;
- Kiosk installation at locations supplied by the client;
- Development of specific interface, web pages and applications;
- Design and implementation of content management policy, distribution of advertisements, management of prepaid and free services;
- Usage statistics and analysis of the users' interest in services and and content offered through the kiosks

State of Development: Already on the market

Intellectual Rights: Copyright protected

Partnership Sought: Technical Co-operation; Joint Venture Agreement; Manufacturing Agreement (Subcontracting & Co-contracting); Commercial Agreement

IRC Name Responsible: IRC Bulgaria

IRC Consultant: Teodora Georgieva

Title: Software for production automation and quality control for the textile industry

Abstract: An Italian company has created a number of software packages for production automation and quality control for the textile industry. The software has been created in collaboration with a Bulgarian SME. The companies are looking for textile producers willing to adopt integrated solutions for production planning, scheduling, monitoring and quality control. We are also looking for partners within the ICT sector.

Detail Description: The offer include the following packages:

Production monitoring of spinning mills, weaving looms and dyeing mills. These packages are adapted according to the specific requirements of each of the processes for spinning, weaving and dyeing.

Production planning in spinning mills, weaving looms and dyeing mills. These software packages include planning at single and multiple locations and planning of sub-contractors, taking care of free-days, part-time, and other time constraints. It allows to monitor the progress of production for single lots.

Management of spinning mill units: these packages include software for automatic set-up of any kind of spinning units, control and monitoring of the heating cycle of steam agers, colour management.

Defect detection software for woven fabrics.

Quality control: integrated management of all quality related data for raw materials, mixtures, yarns, and fabrics. Such data can be obtained automatically (from sensors, and other quality control instruments) or inserted manually by the user. In addition the software works with production related data, such as breaks at spinning units, weaving looms, and fabric defects.

The packages can be used stand-alone, or integrated with each other in order to obtain complete systems. The packages can work all kind of textile machines and provide also document-based output or integrate with industrial data-bases. The software exist in two languages: Bulgarian and Italian.

The company is looking for textile producers willing to automate and optimise their production, as well as for ICT consultants for the textile industry willing to integrate the offers within their services.

Innovative Aspects: Recent developments in the market, related to competition from Asian countries, globalisation and networked production stimulate one of the oldest industries toward ICT-based innovation. The software we offer is helping innovative textile producers atomise its production cycles, and optimise production taking account of the networked structure of the production process.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Market Application: Textile industry

Type of Partner Sought: Industry

Specific Area: optimise their production, as well as for ICT consultants for the textile Textile enterprises; ICT consultants to textile enterprises industry willing to integrate the offers within their services.

Task to be Performed: Installation of the software at textile producers, the company will provide technical assistance and configuration support.

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC IRENE
IRC Consultant: Milena Stefanova

Title: Web-based eLearning platform

Abstract: An Italian SME has developed an web-based eLearning platform which allow for complete and autonomous management of multiple aspects of online education. The company is looking for commercial partners and potential clients.

Detail Description: The eLearning platform allows for autonomous management of eEducation process: from courses, participants and events management up to the management of educational credits and marks and the transmission of events via web.

The system supports the following three fundamental processes within a course of eLearning:

- Self-learning of the student, which is done via session attendance in virtual class-rooms, multimedia lessons and materials included in the course;
- Interaction with the community which follows the same course, which can be asynchronous (forum and e-mail) or real-time (chat and videoconference), integrated with eventual sessions in a (non-virtual) class room (blended courses).
- Tutor assistance.

The system provides user-friendly interfaces, which hide the architectural complexity of the system. Special attention is paid to data security and interoperability with systems of third parties. The courses which can be realised within this platform can be of the following types:

Blended – The course contains both virtual and real sessions;

Real Time – The course is registered and transmitted in streaming at the moment at which it is being held in a class room;

On Demand – The event is registered and successively re-transmitted via web.

The Virtual Classroom of the platform allows for the following functionalities:

Sessions synchronisation;

Synchronous and asynchronous transmissions;

Audio and text chat;

Video-forum;

Real-time drawings on slides.

The platform provides for instruments which allow for:

- Course, Learning Objects (LOBs) and SCO management;
- Management of the materials with parameterisation of the cost and access policies;
- Organisation of “virtual classes” with subscriptions, payments and progresses;
- Creation of forums;
- User data management;
- Control and booking of available bandwidth;
- Advanced reporting.

The following types of courses can be realised within the platform:

Professional courses and courses for managers;

Courses in computer science;

Courses in graphic design;

Inter-enterprise courses;

University courses;

Scientific events and seminars.

Innovative Aspects:

Compliant to international standards for eLearning (SCORM2004);

Making use of advanced ICT technologies and standards (WebServices, XML, SOAP) in order to maximise the system scalability;

Advanced manuals for automatic machines.

User friendly interfaces.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Market Application: Education sector

Type of Partner Sought: Academy, education services, ICT consultants

Specific Area: eLearning courses; ICT consultants for the education sector

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC IRENE
IRC Consultant: Milena Stefanova

Title: ERP Solutions with MRP & MRPII, CRP and CRM functionalities

Abstract: A Bulgarian small and medium sized company specialised in software development offers ERP solutions with MRP & MRPII, CRP and CRM functionalities.

Detail Description: Simple and efficient integrated software solution for SME management, designed for those businesses who want to obtain multiple, easy to use and manageable functions from their IT solutions at attractive quality/price ratios. Low software maintenance costs; "Intelligent" updates; Full management of privacy needs and business data protection; High integration with MSOffice; Advanced reporting; A wide range of forms for common SME management needs; Multilingual; More than 60 000 end users in 22 countries.

Main Advantages: Low cost, fast Implementation, Fully Localised, Multilingual interface into one database.

State of Development: Already on the market

Intellectual Rights: Exclusive rights

Partnership Sought: Technical Co-operation; Commercial Agreement

IRC Name Responsible: IRC Bulgaria
IRC Consultant: Teodora Georgieva

Title: Information system for the management of old people's and convalescent homes

Abstract: An Italian company has developed a software system for the integrated management of old people's homes. The software has been created in collaboration with a Bulgarian SME. The companies are looking for ICT partners and for administrators of convalescent homes, which are willing to adopt ICT solutions.

Detail Description: The offered technology consist of the following modules:

Patients/host management, including subsystems for personal data, hospital recovery and death events, fee management.

Employees management system (personal and work related data).

Medical Management system: pharmacy lists, pharmacy warehouse management, medical prescriptions database, pharmacy ordering.

Diet management system.

Protocol management system (including legal dispositions, entry and exit procedures, etc.).

Currently the system exists in Italian and Bulgarian languages.

Innovative Aspects:

Integrated management of old people's and convalescent homes;

Flexible architecture;

Possibility to integrate with IS of suppliers.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Type of Partner Sought: Medical service providers, ICT consultants

Specific Area: Old people's and convalescent homes, ICT consultants in the medical domain

Task to be Performed: Deploying the system within own organisation or within client's' organisations, the company will provide technical assistance installation and configuration support.

Partnership Sought: License Agreement; Commercial Agreement

IRC Name Responsible: IRC IRENE

IRC Consultant: Milena Stefanova

Title: Experience in developing software related with 3D geometry and modelling

Abstract: A Bulgarian specialized in the areas of CAD/CAM, GIS (Intergraph Registered Solutions Center), VoIP, CIT (Computer Integrated Telephony), various applications of databases in developing ERP systems - resource planning, accounting etc. offers an experience in developing software related with 3D geometry and modelling.

Detail Description: Software system designed for interactive building of architecture and construction projects. It covers and maximally simplifies all activities concerning the building of the object – from the idea of the investor/client and the architectural draft project, through the construction and specialties, to the supplier of the needed materials and the end-executor. Through a unique 3D visualization the system speeds up and facilitates the tasks of the designers and makes the project accessible to clients. This makes GCAD™ a powerful tool to be used by the designers, thus providing a quick and high-quality service to clients, which is very important for a successful business.

Main competences:

- CAD and CAD/CAM (Computer-aided Design/Computer-aided Manufacturing)
- Computer Integrated Telephony (CIT) solutions
- Voice over Internet Protocol (VoIP)
- Geographic information systems (GIS) custom solutions based on Intergraph products
- Workflow solutions based on BMC Remedy platform

Our company also offers research and development of custom solutions for our clients with high confidentiality.

Innovative Aspects:

The architecture project is being developed by customer's created (AKA "complex") objects with specific behavior and characteristics. This is a self developing system and open to variable use – the customer can define any rules for transformation and behavior of the object creating it from points, lines, surfaces and primitive elements;

Environment for quick and effective modeling – show / hide floors, layers. Different layers are used for the different types of objects within a building – walls, windows, doors, furniture etc. Even within one and the same object can be used different layers so completely different technological views of a project can be seen.

Main Advantages:

- Fast high quality rendering.
- Eased methods for direct editing within the 3D model - WYSIWYG (What you see is what you get);
- Support of Import and Export of the model to and from the industry standard file formats – DXF, DWG etc.
- Automated wizard for creation of standard objects – windows, doors, staircases, roofs.
- The system and each building model created with the system can be used for all actors in the construction process.
- Terrain editor – calculation of complex areas and respective digging or embankment works and volumes.
- Standardized database and collection of standard object, in accordance with the needs of the Bulgarian market and normative acts.

State of Development: Already on the market

Intellectual Rights: Copyright protected

Market Application: The existing solution is focused on the architectural design, but the know-how and the company experience is potentially applicable in many other areas of the 3D design and spatial geometry modelling.

Some other possible applications are:

- Administration and supervision of the construction processes
- Facility Management (FM)
- Facilitating 3D modelling and visualization in other products/systems
- Assortment management for materials used in the construction processes
- Machinery design
- Furniture and interior design
- Production technology arrangement/design and management
- E-Learning media facilitating spatial, geometry, and math human knowledge

Facility management – tools and facilities for control of the corporative property, its evaluation or correction of its value

Type of Partner Sought: industry, academy, research organizations

Partnership Sought: Technical Co-operation; Manufacturing Agreement (Subcontracting & Co-contracting); Commercial Agreement

IRC Name Responsible: IRC Bulgaria

IRC Consultant: Teodora Georgieva

Technology Offer

Ref. No: TO_IT_20938

Title: Software for traffic data management and analysis

Abstract: An Italian company has developed a software system for elaboration and analysis of traffic data obtained from different types of traffic monitoring devices. The software has been created in collaboration with a Bulgarian SME. The companies are looking for public administrations which intend to implement traffic control and optimisation solutions within their territories, as well as for ICT partners.

Detail Description: The offer is a software package for the management, elaboration and analysis of traffic data. It is developed for Windows platforms and is available in workstation and client/server versions. The software is based on modern data warehousing methodologies. The system is able to manage data coming from different data bases and formats. Special attention is paid on the data loading process, in order to insure efficient transfer of high-volume data. The system is based on a multi-layer and multi-dimensional data structures in order to obtain higher data analysis efficiency. The system has also advanced reporting tools, which allow for creation of personalised reports, including graphical, tabular and text output. For example, the system offers all the functions necessary for the management of the traffic count (such as census of the streets and positioning points of detectors and sensors, detection calendars, calculation of mean day transits, etc.). The analysis reports can be obtained manually or by defining automatic procedures which calculate a report periodically. The produced documents can be exported into other documents or software systems. The reports are archived in pdf format within the system itself.

The system can be integrated directly with communication packages for remote control of various types of traffic sensing and monitoring devices. The companies are looking for local Public Administrations which are intending to implement innovative projects for traffic control and optimisation within their territory of competence. The software has been already successfully adopted in various urban, extra-urban and high-way monitoring projects in Italy.

Innovative Aspects:

- modern data warehousing methodologies;
- multiple data sources from different data bases;
- flexible architecture;
- possibility to integrate with software of other suppliers.

State of Development: Already on the market

Intellectual Rights: Secret know-how

Type of Partner Sought: Local public administration; ICT partners.

Task to be Performed: Implementation of innovative traffic management projects (also under national or international innovation programs, such as FP7, structural funds, etc.).

Partnership Sought: Technical Co-operation; License Agreement; Commercial Agreement

IRC Name Responsible: IRC IRENE

IRC Consultant: Milena Stefanova

Title: Know-how in open source development for eBusiness, CRM and Business Intelligence Applications

Abstract: An Italian software factory, has an extensive experience in developing software applications based on open source development technologies, for big industrial and services companies in the eBusiness, Business Intelligence and Information security domains. The company is looking for ICT partners in Bulgaria.

Detail Description: The company has been created in 2001 as a consultancy company in the ICT sector, providing a full range of services to SMEs. The company has performed numerous projects in the ICT domain, with stress on the new technologies for internet, eBusiness, CRM and Business Intelligence. Nowadays the company has also many clients among the big services providers and industry in Italy.

The know how of the company is centralised on open source development (including technologies such as Tomcat, Struts, Spring, Hibernate, CVS, Ant, Eclipse). The company develops specific software applications for its clients, which are often mission-critical, based on distributed enterprise architectures, and which require a high degree of reliability, scalability and performance.

The professional services of the company can be summarised in the following categories:

- Software lifecycle management: the company provides complete range of services covering all phases of the software development process (requirements analysis and specification definition, all development phases, testing and validation, installation and subsequent maintenance). This is done by applying precise methodologies for project management in software development.
- Development services include custom software development, Internet/Intranet software development and development of custom mission-critical applications.
- Consulting and training services.

The company has implemented numerous projects for SMEs and recently also for big players, which include domains such as:

- CRM;
- Business Intelligence and data warehousing;
- Web-site, portals and marketplaces development;
- E-Business (including B2B and B2C projects);
- Internet Infrastructures (Lan, Wan, etc.);
- Information security.

The company is looking for business partners in Bulgaria.

Other: know-how

Intellectual Rights: Secret know-how

Market Application: eBusiness, CRM, Business Intelligence

Type of Partner Sought: services, industry

Specific Area: organisations implementing complex eBusiness or Business Intelligence projects; the company is also looking for investment opportunities in Bulgaria

Partnership Sought: Technical Co-operation; Joint Venture Agreement; Other

IRC Name Responsible: IRC IRENE
IRC Consultant: Milena Stefanova

Title: Provision of software solutions in Enterprise (e-Business, ERP, CRM, SRM), Administration (e-Government) and Science (Food Quality and Safety), Production of systems for Expert knowledge exploitation and dissemination via Web, Technology Transfer and Large-scale projects management

Abstract: A Bulgarian company offers expertise in areas such as Interoperability, Networked Enterprises, Virtual Organizations and Collaborative Working Environments. Technological development and innovation is also an important part of company activities that include evolvement and application of new software engineering methodologies and techniques (Agile, XP, Model Driven Architecture, Built-in Testing, Aspect Oriented Programming), development of the latest Java TM technologies, as well as of Free and Open Source Software, OSGi and Embedded technologies.

Detail Description:

(1) Organizational Structures(OS) Facility(OSF) is based on the OMG specification. Nowadays in the time of networked businesses and virtual organizations the incorporation of OS is an integral part of every software system. OSF proves to be an interoperable framework that provides a set of components for defining, maintaining and versioning hierarchical structures of business objects and can satisfy the requirements of a wide range of client applications.

(2) eTrade is an ERP solution that provides for effective management of the overall business process and advances the formation of a flexible and expedient business approach. eTrade incorporates online remote superintendence of trade, warehousing and production and is applicable to any workflow, company and industry niche. The high system interoperability is achieved through the utilization of OSF, multifunctional reusable components and the latest J2EE and WEB technologies.

(3) eExpert is a WEB based software system for feed and diet definition and optimization that is well suited to the increasingly decentralized nature of today's organizations. The system provides easily accessible scientific knowledge based services to feed and food producers (SMEs), scientists, laboratories in order to advance their work through the latest IT, to improve food production efficiency and to ensure food quality and safety. The system readily supports dynamic data collection, on-line simulation, optimization and control procedures and on-line training.

State of Development: Already on the market

Intellectual Rights: Copyright protected

Partnership Sought: Technical Co-operation; Joint Venture Agreement; Manufacturing Agreement (Subcontracting & Co-contracting); Commercial Agreement

IRC Name Responsible: IRC Bulgaria

Title: Motion control embedded software expertise

Abstract: A Dutch start up company developed a performance motion and process control systems.

Detailed description: The company made several embedded software architectures to control various mechatronic systems. A software was made that Abstract: s the hardware and offers an easy to use interface to control physical properties. Consequently the company offers motion control embedded software expertise.

Some key specifications:

- nanometer positioning accuracy,
- sample rates up to 10KHz and less than 30 usec IO delay,
- up to 200 servo axes,
- graphical input of servo system under control,
- flexible controller design,
- languages C, Python,
- PowerPC,
- project of > 15 man years,
- team size up to 20 people and
- 2 MEuro.

Stage of development: Already on the market

Intellectual Rights: Copyright protected

Collaboration sought: Technical Co-operation

Country: Nederland

Title: Project management for embedded software development

Abstract: A Dutch company has developed a project management for embedded software development. Chosen is an AGILE approach using an executable requirements model. This benefits in a controllable and short time to market.

Detailed description: Incremental system development for large scale software systems, that is the expertise of our company. Short time to market requires a concurrent software development scheme. This often leads to long requirements analyses that more often result in unclear system requirements. To break this circle an executable requirements model is created using a high level programming language. Requirements are added in an incremental way, as is the design, implementation and testing of the system. The system is developed according to the priorities that are given by the client. This enables tracking of a project based on complete development cycles per requirement. Finally delivery of the system is done incremental, ensuring control over the total software system delivery.

State of Development: Already on the market

IPR Comments: Copyright protected

Type of collaboration sought: License Agreement

Country: Nederland

Title: Technology partner to offer embedded software engineers

Abstract: A Dutch company specialized in project management and development of embedded software is searching for a technology partner who can offer us experienced embedded software engineers.

Detailed description: A Dutch start up company is willing to outsource several embedded software projects of big companies like ASML (www.asml.com). To execute these projects we are searching for embedded software engineers to run these projects. Consequently we are searching for a technology partner who can offer us experienced embedded software engineers.

The company brings along the projects and have inside knowledge of our clients. The people who started this company have years of experience in architecture and management of embedded software projects. The company is the interface between our client the embedded software engineers.

Type of collaboration sought: Technical Co-operation

Country: Nederland

**Technology Brokerage event in the field of ICT
BAIT EXPO 2007 exhibition**

**Inter Expo and Congress Center
01-02 November 2007
Sofia, Bulgaria**

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