

Your profile is the FIRST impression other companies receive from you

- The **better** the **quality** of your collaboration profile
- the **more meeting request** you will receive and
- the **higher** the **chance** to find the most appropriate business **partners**.

Tips for a good profile:

- Offers include what you offer, advantages and who you are looking for
- Requests include what you are looking for, technical specification of the wanted solution and state of development.
- Write with the reader in mind
- Use everyday English/short sentences
- Use a spell checker!
- As short as possible, as long as necessary
- No unnecessary words/fillers

Example: Business offers

Title:

Innovative e-delivery system of letters searches for investors, key accounts and foreign licence partners

Description:

The Austrian post monopoly for letters below 50 g will end on Jan. 1st in 2012.

postserver.at has developed a new web based delivery system in Austria, offering electronically based sending of registered and therefore confirmed letters. In general it is possible to guarantee the postal delivery, very much in contrary to e-Mail or attachments transmitted via e-Mail .

postserver.at will encode the letter and send it via a secure VPN line.

People can register for a postserver.at mailbox – but have to deliver a verification of their identity via “Bürgerkarte”, the newly introduced Banking-Identification-Process or simply via eID. Documents uploaded into the mailbox cannot be modified by any means.

Advantages are a fast, secure and cheap delivery of important documents, which is not possible by letter or email at the moment.

postserver.at is looking for:

- key accounts with a high volume of letter correspondence, which want to benefit from this new service
- investors to finance the market penetration within the next 4 years
- licence partners to use this successful model in other countries.

Example 2: Technology offer

Title:

Solution for creating Word documents automatically without any coding

Description:

Our solution TDIWiz enables to create MS Word documents automatically without the need of any coding. It is targeted to software developers to extend their applications - even server-side - with this functionality as well as to Word users generally to improve document creation processes. In the past such tasks could only be accomplished - sometimes very time consuming and difficult to maintain - by programming macros or VBA applications. With TDIWiz you can do this now with a fraction of time and costs and you can even use it on a server without having installed MS Word.

Example 3: Research project

Title:

Research Offer - Research, Innovation and integration of enabling technologies focusing on real industrial valuable solutions.

Description:

The objective of the project is the development of a generic innovative factory control concept based on distributed multi-agent systems. Such a concept will allow "flexible plug and produce" production approach for factories with small lots and large product variants. It can react fast and flexible for reconfiguration on production changes. In combination with the quality "zero defect" approach a real green manufacturing becomes possible.

COMPETENCES Robotics and Robot based systems Vision & Navigation Dynamic Systems, Control & Automation For more details view: <http://www.engineering.zhaw.ch/en/engineering/institute-of-mechatronic-systems/research-development.html>

INNOVATIVE ASPECTS AND MAIN ADVANTAGES/BENEFITS The concept contributes significantly to the industrial key requirements of sustainable and energy efficient production. It contributes to reduction of waste and energy resources. It reduce rampup times, enables fast set-up times, "operation oriented" and the highly modular control approach also satisfy requests related to decentralized production sites. Only dynamic, adaptive and self organising (learning) software concepts are capable to exploit the flexible and changeable product environment more fully.

TECHNICAL SPECIFICATIONS The concept will be implemented on different existing platform without need to develop new hardware.

CURRENT STAGE OF DEVELOPMENT Concept prepared to be submitted as a proposal in the upcoming call FoF in June. Possible matches are: FoF.NMP.2011-1 The Eco-Factory FoF.NMP.2011-2 Cooperative machines and open-architecture control systems FoF.NMP.2011-3 Robots for automation of post production and other auxiliary processes

INTELLECTUAL PROPERTY RIGHTS (IPR) To be discussed, normally owns to the industrial partner.

EXPERIENCE Details on the profile: <http://www.engineering.zhaw.ch/en/engineering/institute-of-mechatronic-systems/research-development.html>

TYPE AND QUALIFICATION OF CO-OPERATION PARTNER SME's skilled in manufacturing such platforms (Hardware & Software) Other research institutes with skills in research & development of holonic agent based systems End-users, manufacturers (Worldwide decentralized production sites)