

Business Offer

French manufacturer of photonics, optical solutions, microscopy seeks distributors and agents

Summary

A French company specialised in photonic and optical solutions, has developed a range of very high performance micro optical tips. The company is also a designer of nanotechnologies, microlens and micro tips components, solutions and services. It is looking for distribution and commercial agency agreements to develop its markets abroad.

Creation Date	11 May 2017
Last Update	30 May 2017
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Reference	BOFR20170309001

Details

Description

The French company specialised in micro tips components, optical design and modelling software, consulting and engineering, is looking for distribution and commercial agency agreements to extend its sales' network and to access new markets. The company is already introduced in Italy, United States, Korea, Algeria.

The partner sought is a multi-cards distributor capable of distributing high-tech products used in the fields of photonics, nanotechnologies, microscopy and surface treatment.

The company produces a range of powerful products and gives access to nanotechnologies to its future partners. The company stimulates creativity and enhances performances in developing new products for ultimate micro optics.

On request, the company can support its clients on various tasks such as:

- *Calculations
- *Optical modeling
- *Opto-electronics, laser detection and ranging (LIDAR), Optical Coherence Tomography (OCT)
- *Custom optical cable manufacturing
- *Photonic crystals
- *Custom microlens
- *Surface analysis by scanning probe microscopy
- *Strategic decision on R&D outsourcing.

Advantages and Innovations

The company has highly qualified staff composed of engineers and doctors and has an extensive experience of the academic and industrial environment in its area. For several years, it has developed a strong and efficient network of distributors and partners, in different

countries.

Its competencies include the perfect knowledge of different strategic sectors, for which it can help clients in their decision-making process.

The company's team has a strong experience in industrial R&D projects and is connected to a global network of high level scientists able to support partners' innovative idea. The company has already participated in several national and European R & D programs.

The company's technical know-how has been rewarded several times by the Association Française des Professionnels de l'Optique, the Ministry of Research and the French Senate.

This company used to participate to brokerage events organised by Enterprise Europe Network members, locally, regionally, and internationally.

It takes part in photonics' clusters in France and Belgium.

Technical Specification or Expertise Sought

Micro optics, fiber optics, nanotechnologies, microscopes, medical optics, instrumentation dedicated to nanotechnology, optical connectors, telecommunication systems, optical modeling software, optical sensors, microlens are the main products of the French company.

Stage of Development

Already on the market

Profile Origin

Private (in-house) research

Keywords

Technology

01002003	Electronic engineering
01002007	Nanotechnologies related to electronics & microelectronics
01002008	Optical Networks and Systems
06004	Micro- and Nanotechnology related to Biological sciences
09003	Electronic measurement systems

Market

05004001	Electromedical and medical equipment
05004003	Laboratory equipment
05004005	Diagnostic equipment

NACE

C.26.7.0	Manufacture of optical instruments and photographic equipment
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Network Contact

Issuing Partner

STEINBEIS 2I GMBH

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Open for EOI : **Yes**

Dissemination

Send to Sector Group

Healthcare

Client

Type and Size of Organisation Behind the Profile

Industry SME <= 10

Year Established

2004

Turnover

1 - 10M

Already Engaged in Trans-National Cooperation

Yes

Languages Spoken

English

French

Client Country

France

Partner Sought

Type and Role of Partner Sought

The partner sought is a multi-cards distributor capable of distributing high-tech products used in the fields of photonics, nanotechnologies, microscopy, treatment of surfaces.

Alternatively, the company is looking for a commercial agency agreement to extend its competencies in new countries and to develop business cooperations, R & D projects with other partners involved in the field of photonics, microscopy and optical design applications.

The future partner must have interesting contacts with laboratories, research institutes, universities working in the field of optical products and solutions, microscopy, photonics.

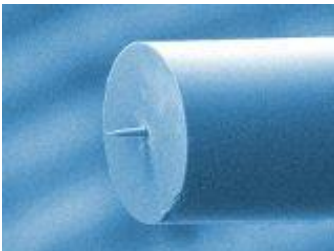
The company would like to find a reliable and long term partnership.

Type of Partnership Considered

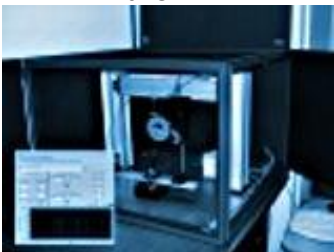
Distribution services agreement
Commercial agency agreement

Attachments

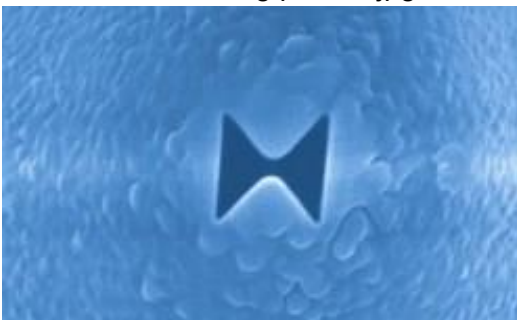
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Photonics.jpg



Polarization selecting probes.jpg



Software - photonic circuits.jpg

