

Partnering Opportunity

Profile Status: Published

Business Request

A Japanese high-tech equipment distributor is seeking disruptive technology suppliers in the EU

Summary

A Japanese company specialised in high-end equipment, including semiconductor, heavy and automotive industries, is looking for EU suppliers of disruptive manufacturing equipment: automated electrolytic polishing system, laser processing tool and imaging ellipsometry. The Japanese company would directly purchase patented leading edge technology and would expect exclusive distribution rights for the Japanese market. The partnership would be concluded under a distribution services agreement.

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Details

Description

A Japanese high-tech capital equipment distributor is seeking equipment suppliers of disruptive manufacturing equipment to diversify its business.

Specifically the company is looking for: automated electrolytic polishing system, laser processing tool and imaging ellipsometry technology.

The market segment covered today is semiconductor, heavy industry, automotive industry and machine tool manufacturing industry. They expect leading edge technology, which should be protected by intellectual property right or know-how. The effectiveness of the equipment should have been proved by feasibility studies and it should be ready for the market, ideally Technology Readiness Level (TRL) 8 or 9.

After a successful evaluation of the product, the Japanese company would directly buy from the EU manufacturer and re-sell the equipment to their customer base in Japan.

The EU company would benefit from the company's strong sales force including top-to-top relationship with most of the prominent Japanese companies. The Japanese company's engineering resources, consisting of more than 100 engineers, would provide the highest level of local support and service during and after the sales.

The Japanese company is listed in the first section of Tokyo Stock Exchange and has been distributing foreign capital equipment to Japanese manufacturing sector for decades.

The company is seeking exclusive distribution rights for the Japanese market under a distribution services agreement.

Technical Specification or Expertise Sought

The company is looking for disruptive technology backed by patent or trade secret or know-how to distribute in Japan.

1. Automated electrolytic polishing system.

The system will be sold as post process tool of metal 3D printer, together with metal 3D printer. The metal type to be polished is steel, stainless steel, titanium, aluminium, nickel, chrome cobalt alloy etc. Target roughness after polish is Ra < 0.15 micron. Support weight is 100 kg or higher. Dry electrolytic process is preferable.

2. Laser processing tool for automotive and aerospace industry.

Femtosecond laser tool with capability for automated processing to be used for emerging material such as compound semiconductors, composite materials and other difficult to handle material.

3. Imaging ellipsometry.

Angle resolution < 1um, 3D mapping of thickness distribution, analysis and measurement of film on micro structure or on patterned substrate.

Keywords

Market

08002007	Other industrial automation
08003007	Other industrial equipment and machinery

NACE

G.46.6.2	Wholesale of machine tools
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Open for EOI : **Yes**

Dissemination

Relevant Sector Groups

Aeronautics, Space and Dual-Use Technologies

Restrict Dissemination to Specific Countries

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark,
Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy,
Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal,
Romania, Slovakia, Slovenia, Spain, Sweden, UnitedKingdom,

Client

Type and Size of Organisation Behind the Profile

Industry >500

Year Established

1968

Turnover

>500M

Already Engaged in Trans-National Cooperation

Yes

Experience Comments

The company is distributing capital equipment from the United Kingdom, the USA, South Korea, Germany, Switzerland, Sweden, Israel and Belgium for more than 30 years. The company sells and provides technical support for variety of cutting edge products to semiconductor device manufacturers, heavy industry and automotive industry and material industry of Japan.

Languages Spoken

English

Client Country

Japan

Partner Sought

Type and Role of Partner Sought

Only truly disruptive technology with a unique selling point in the Japanese market will be considered. Necessary steps to protect intellectual property by Japanese patents should be taken by the European product manufacturer.

The European product manufacturer is supposed to provide sampling or demonstration to support the sales of the Japanese company.

Type and Size of Partner Sought

SME 11-50,SME 51-250

Type of Partnership Considered

Distribution services agreement